

Salesperson

ROBERT G. STERN **Sales Representative**

College Address

234-C Highland Dormitory
Street
Franklin Technical College
Brownsville, Texas 09876
(345) 456-7890 Ext. 234-C

Permanent Address

2345 Kennedy

Ainsworthy Township
Texas 90678
(345) 543-9078

MARKETING MAJOR, with Bachelor of Science expected June 1994, desires position as representative for food corporation distributing through supermarkets, department stores, and retail stores in shopping centers. Six years of summer and part-time experience in supermarkets and department stores. First-rate sales personality. Interested in marketing career with the right company.

EDUCATION

Senior, **MARKETING MAJOR**, **Texas College**
Selected by Marketing Department for specialized training at IBM Branch Office in IBM PC and PC/XT.

Marketing Courses

Marketing Seminar
Sales Psychology
Market Research
Salesmanship
Sales Management
Retailing

Background Courses

Oral Communication
Psychology
Economic Systems
Food Chemistry
Report Writing
Courses in Humanities

EXTRACURRICULAR

President of Senior Class; President of Sales Club;
Member of Triad League, honorary marketing society; Winner of Bourke Cochran Public Speaking Contest 1993.

EXPERIENCE

Five years' experience, part-time and summers with **A&P Supermarket**, Ainsworthy Township, Texas, starting in junior year of high school. Stocked shelves and served as cashier.

One year's experience, part-time and summer with **Great Texas Food Mart** in Great Texas Department Store, Brownsville. Supervisor of evening shelf stocking.

INTEREST

Food Chemistry. Read widely on food processing.
Have visited many canneries, bakeries,

breweries, and food-packing companies in southern United States.

REFERENCES

Full references will be forwarded on request.