

# Brandon S. Smith

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2780 Democratic Party Lane Omaha, NE 68142

## PROVEN SALES PROFESSIONAL | STRONG LEADER

### SKILLS SUMMARY

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- Outgoing, energetic, proven sales professional with a highly competitive nature.
- Demonstrate good time management skills balancing academics and leadership responsibilities while maintaining a high GPA.
- Electronic portfolio available at BrandonSmithwix.com

### EDUCATION

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**Bachelor of Science in Business Marketing and Management** **May 2014**  
Northwest Missouri State University (Northwest), Maryville, Mo. *Cumulative GPA 3.04/4.0*

### WORK EXPERIENCE/INTERNSHIP

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**Enterprise Rent-A-Car | Sales and Management Intern** **May 2014-August 2014**

- Completed extensive sales training focusing on tailoring a persuasive pitch to meet a client's need
- Quickly grasped fundamentals of proprietary computer systems (list them here)
- Known as employee capable of closing a deal by focusing on customer; sales for June were second highest out of a team of 10.
- Received three unsolicited emails commenting on exceptional customer services exchanges

**Lines of Communication | Low Voltage Technician Omaha, NE** **Summer 2011 & 2012**

- Responsible for running data cable through large buildings including schools and office buildings
- Enhanced troubleshooting skills solving routine problems

**Logeman Motors | Shop Hand, Bennington, NE** **Fall 2009-Fall 2010**

- Learned basic mechanic skills refurbishing used Semi-trucks
- Detailed farm equipment

### LEADERSHIP

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**Phi Sigma Kappa Fraternity | Northwest Missouri State University** **September 2010-Present**

**Intramural Chair** **March 2011-March 2012**

- Registered and organized teams for 10 intramural events throughout the year
- Delegated duties such as coaching and.....

**Skit (Variety Show) Co-Chair** **Fall 2011-Present**

- Used creativity to create humorous skits for homecoming variety shows

**Interfraternity Council (IFC) | Northwest Missouri State University** **September 2012-Present**

**Vice President of Public Relations & Programming** **December 2012-Present**

- Effectively use creative ability to produce ads and flyers for IFC sponsored events
- Arrange speakers for IFC meetings and.....

**American Marketing Association** **September 2011-Present**

### VOLUNTEER EXPERIENCE

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Participated with Special Olympics basketball tournaments by volunteering as a referee and scorekeeper

**Beagle Rescue** Assisted local Omaha chapter of Basset and Beagle Rescue of the Heartland by donating time to move mass quantities of dog food to fellow animal shelters