

# RYAN SAMPLE

123 Apple Tree Grove Drive • Orchard Park, New York 14127 • (716) 992-9900 • rsample@buffalo.edu

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## **EDUCATION**      **UNIVERSITY AT BUFFALO, THE STATE UNIVERSITY OF NEW YORK**

Master of Business Administration, expected May 2012

**Marketing** and Finance concentrations

## **BOSTON COLLEGE**

Bachelor of Arts in History, Minor: English, 2008

GPA 3.6/4.0

## **EXPERIENCE**      **FISHER-PRICE, East Aurora, New York**

**Marketing Intern, 6/10 - Present**

- Work in a cross-functional team assisting in product development and brand management
- Manage the Category Line Review database to maintain accurate product margins, costs, and other financials
- Conduct cost-benefit analysis of promotion campaigns to identify various payout scenarios
- Present new products to the packaging team to help in the selection of appropriate graphics and package dimensions

## **CELLULAR CONNECTIONS, Buffalo, New York**

**Customer Service Supervisor, 5/09 – 6/10**

- Managed and motivated a sales team of 10 employees, generating annual sales of \$ 1.5 million and addressing the concerns of close to 25,000 cellular customers
- Identified and met customers' needs for wireless service consistently fulfilling a sales quota
- Coached staff on selling skills and products using demonstrations and practice sessions
- Promoted to management trainee program within 11 months after demonstration outstanding service as customer service representative

## **ABC MEDICAL SUPPLIES, Boston, Massachusetts**

**Sales Representative, 2/07 – 05/09**

- Targeted and promoted medical equipment to home health organizations and hospitals
- Developed and implemented individual and team strategies to achieve profitability goals

## **PAYLESS SHOESOURCE, Boston, Massachusetts**

**Sales Associate, 5/05 – 1/07**

- Offered customers assistance in locating store merchandise and accurately processed sales transactions
- Assisted with weekly in-store sales promotions set-up and inventory audits

## **COMPUTER SKILLS**

Microsoft Excel, Access, PowerPoint, Word, FrontPage, SPSS

## **LANGUAGE SKILLS**

Fluent Russian

## **ACTIVITIES**

Volunteer, American Cancer Society

Captain, Intramural soccer team

Permanent Resident – Eligible to work in the US