**Joe Sycamore**

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**Education**

Scott College of Business, Indiana State University, Terre Haute, IN (Expected) May 2016

Bachelor of Science: Marketing (Sales Management Concentration)

**Related Experience**

Great Insurance Company, Greenfield, IN May 2014-August 2014

Sales & Marketing Intern

* Assisted with the creation of the new agent experience by identifying potential new agent appointments and supporting the development of an ongoing prospecting campaign
* Developed a new agent database using MS Access
* Worked with the Communications Department to develop an email prospecting campaign
* Cold called prospective agents and worked with Sales Representatives to vet potential candidates
* Assist with the licensing and contracting process to ensure timely appointments of agents

Amazing Computer Company, Indianapolis, IN May 2013-August 2013

Sales Assistant

* Sold personal computers and peripherals within the B2B market
* Top salesperson (out of 92) in revenue generated for three different weekly periods during this summer job
* Top salesperson (out of 92) in customer satisfaction for the month of July
* Learned how to use Salesforce.com to manage customer accounts

**Work Experience**

Sam’s Food Distributors, Terre Haute, IN March 2012-Present

Cashier

* Managed customer transactions using a cash register with a positive, friendly attitude
* Assisted with the reorganization project of the store to improve the customer experience
* Answered customer questions and solved problems in fast, efficient manner

**Campus Involvement**

American Marketing Association, Member January 2013-Present

* Traveled to National Conference to learn more about the Supply Chain Field in November 2014
* Competed in the Spring 2014 Team Case competition and earned 4th place

Zeta Zeta Zeta Fraternity, ISU Chapter January 2013-Present

Event Coordinator (August 2014-April 2015)

* Raised $5,000 for Candles of Hope to be used to aid individuals with heart disease
* Coordinated marketing efforts for multiple events on and off-campus
* Volunteered with multiple non-profits organizations to improve the Terre Haute and surrounding communities

Sales and Negotiations Center December 2012-Present

Sales Ambassador

* Attend and facilitate Sales events with corporate clients
* Interact with and provide excellent customer service to Sales professionals coming to campus
* Competed in the 2014 Sales Team competition and earned 2nd place