

Sean H. Sullivan

shsullivan@my.trine.edu

7964 Debora Drive
Brighton, Michigan 48114
Cell (810) 923-5636

OBJECTIVE

A successful college student possessing a strong ability/willingness to learn; seeking:

- Marketing/Management internship position
- International business opportunities

EDUCATION

Trine University, Angola, Indiana

Ketner School of Business (KSB) (ACBSP Accredited)

Bachelor of Science in Business Administration

Majors: **Marketing** and **Management**

Expected Graduation: December 2012

GPA: 3.17/4.0

TECHNICAL AND LANGUAGE SKILLS

- Microsoft Office: Word, Excel, PowerPoint, Publisher, Outlook
- Social Media: Twitter, Facebook (Fan Page/Account Administration), YouTube, LinkedIn; Retail Pro; Photo Pos Pro (similar to Photoshop)
- Cross-culturally competent—lived in China for 30 months (entry-level Chinese)
- Currently using Rosetta Stone language-learning software: Chinese (Mandarin)

EXPERIENCE

Univertical Corporation; Angola, Indiana

Sales/Marketing Intern

May 2011-Present

- Assist Vice President of Sales, Marketing & Regional Sales, Marketing Coordinator in marketing and sales projects (Market Research, Customer Profiling, Regional/International Growth, etc.)
- Data Entry projects updating customer details for SAP business management software
- Designed internal company newsletter template; created first edition/continue to publish quarterly editions
- Compiled a 'Special Edition' newsletter using information derived from 'Organizational Communication' interview assignment
- Expanded company social media accounts with a consistent growth rate and activity level

Soccer World; Canton, Michigan & Brighton, Michigan

Store Manager

March 2008-June 2011

- Supervise, train and schedule approximately 20 employees
- Train new employees on store policies, procedures, and daily tasks including use of *Retail Pro* software
 - Used for sales, inventory, management
- Led employees to complete high-volume orders of approximately \$10,000-\$35,000
- Design merchandise layout for optimal customer satisfaction
- Create and organize invoices to track approximately \$500-\$5,000 orders and sales

Salesperson

March 2005 – 2008

- Reorganized inventory for product placement ease, increasing overall sales
- Operated store with minimal supervision
- Aided in *Grand Opening* events for new Soccer World locations
- Led co-workers in personal sales (monthly & yearly)
- **Promoted** to Store Manager within three years

ACTIVITIES

Angola Youth Soccer Coach (2008-Present)

Student Athlete (2008 – Present)

- Trine University Varsity Men's Soccer

Students In Free Enterprise (SIFE) (2008 – 2010)

Campus Tour Guide (2010 – 2011)

Kappa Sigma Fraternity (2010 – Present)

- Alumni Communications/ Facebook Admin.

Co-creator of first KSB Newsletter (2011)

-Published and featured on the Trine website

Lilly Experiential Learning Stipend Winner (2011)