
Ryan D. Smith

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EDUCATION

Trine University, Angola, IN

May 2012

Bachelor of Science in Business Administration, Marketing

GPA 3.04

Minor in Entrepreneurship

SUMMARY

- Team Leadership
- Creativity and Innovation
- PC and Mac Capable
- Computer-Aided Design (CAD)
- Powerful Speaker
- Energetic and Encouraging
- Sales Training and Leadership
- Entrepreneurial Drive
- Customer Relation Management

EXPERIENCE

DS Survival Equipment, Danville, IN

2000-Present

Sales Associate

- Assemble and stock products for trade show displays around the country
- Up-sell survival equipment, assessing customer needs to effectively promote merchandise
- Superior knowledge of current and potential customer product lines
- Trained coworkers in sales techniques and product knowledge allowing company sales goals to be achieved
- Independently represent company in display booth at trade shows

All Risks Limited, Baltimore, MD

Summer 2011

Intern

- Gained hands on experience in the brokering, underwriting, and marketing fields
- Built personal relationships with customers and valuable networking skills
- Conducted sales meetings with potential and current clients to maximize revenue
- Constructed a capstone project to be presented to company executives at the conclusion of the internship

Con-Way Freight, Indianapolis, IN

Summer 2009 and 2010

Dock Assistant

- Performed routine maintenance resulting in optimal lifetime of equipment
- Managed machine documentation to improve operational efficiencies
- Handled incoming and outgoing merchandise

Circle R Electric, Portage, IN

Summer 2008

Sales Consultant

- Restructured warehouse in order to improve process flow of supplies
- Managed the inventory of hundreds of electrical tools and supplies
- Delivered customer orders to job sites to ensure job completion by target dates

PROFESSIONAL DEVELOPMENT

- Trine University Baseball Team
 - Captain 2008-Present
 - First Team MIAA All Conference 2010-Present
 - Team MVP Spring 2010 and 2011
 - Most Improved Player Spring 2011
- Kappa Sigma Fraternity
 - Recruiting potential members Spring 2010
 - Brotherhood Development Spring 2010
 - Community Service 2009-Present
 - Highway Clean-Up
 - Humane Society
 - Valet Parking, Profits towards The Fishers House
- Order of Omega
 - National Greek Honor Society 2011-Present
 - Building better leaders on campus