

# Rocky T. Bull

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## OBJECTIVE

A challenging sales position with XXX Company that will capitalize on ability to communicate effectively with customers from initial contact to the signed contract

## EDUCATION

Bachelor of Science in Marketing 12/14  
University of South Florida, Tampa, FL (expected)

- 3.5 GPA

## WORK EXPERIENCE

**Account Specialist**, ABC Company, Tampa, FL 3/12-present

- Manage a wide variety of accounts on a daily basis with no errors
- Reconcile outstanding premium balance
- Ensure that all system-generated error reports are corrected
- Utilize company databases to process client accounts accurately

**Sales Associate**, General Nutrition Center, Tampa, FL 11/10-3/12

- Provided up-to-date product knowledge tailored to customers' needs
- Initiated sales opportunities while providing excellent customer service
  - Top in region for individual multi-vitamin and gold card sales
  - Top 3 in division for October 2012 sales contest
  - Exceeded 25% above weekly sales goals

**Server**, The Best Restaurant, Tampa, FL 7/09-11/10

- Established a repeat customer base through delivering quality customer service
- Utilized up-selling techniques to promote appetizers and drinks effectively
- Maintained a highly satisfied serving area while multi-tasking in a fast-paced environment

## COMPUTER SKILLS

- Proficient in Word, Excel, Access, Photoshop, Illustrator and Outlook
- Basic knowledge in Illustrator and HTML

## MEMBERSHIPS

- American Marketing Association, Treasurer 1/13-present
  - Ensure strict financial accuracy by collecting and documenting every transaction within the organization