



6207 Falabella Circle • Kalamazoo, MI 49009 • 2694476672 • yash.r.patel@wmich.edu

## Objective

A highly self-motivated individual is seeking an entry level position in sales/ marketing where my problem solving, communication, and time management skills will add value to the company.

## Education

**Western Michigan University**, Haworth College of Business

Expected Graduation: April 2015

**GPA: 3.7/4.0**

- Bachelor of Business Administration
- Major: **Sales and Business Marketing**
- Minor: Management

## Experience

### Dardis Academy

May 2014 - Present

Sales Intern – Professional Clothier

Kalamazoo, MI

- Gained world class training on sales and soft skills.
- Selected to take a part in a 10 week challenge to run my own business of men's professional attire.
- Focused on prospecting, cold calling, appointment setting, and face to face sales call.

### ABC Appliance

October 2013 – April 2014

Salesperson

Kalamazoo, MI

- Provided personalized service and exceptional expertise for customers.
- Demonstrated usefulness of technology to customers.
- Focused on all aspects of sales including payments, contracts, and warranties.

### Target

May 2013

Extern

Kalamazoo, MI

- Selected to be part of the Business Externship Program, a collegiate level job shadow through the Haworth College of Business at WMU.
- Observed different roles in the sales and marketing field.
- Learned the importance of product availability by working in the soft line department.

### State of Michigan

May 2013

Extern

Detroit, MI

- Gained better understanding of lottery promotions by working at lottery department.
- Collected cash and reports from lottery machines with mentor and observed a real world situation for product location and its effect.
- Networked with professionals, and discovered more information about sales and how it operates in the real world.

### Subway

May 2012 - April 2013

Cashier

Kalamazoo, MI

- Reduced the amount of waste by using effective decision making for amount of bread needed.
- Accomplished tasks effectively and efficiently including cash register procedures, baking breads and cookies, and cleaning.
- Established relationships with frequent customers.

## Volunteer Experience

WMU swim meet

Pitch competition

Scholar scamper

## Honors and Professional Associations

Beta Gamma Sigma

2014 - Present

Sales and Business Marketing Association

2013 - Present

Western Michigan University Dean's List

2011 - Present

## Languages

English, Hindi, Gujarati