

Trevor Morlock

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OBJECTIVE To obtain a challenging position where I can effectively apply my leadership skills, interpersonal skills, and sales and marketing skills in order to add value to your organization.

EDUCATION

The College of St. Scholastica, Duluth, MN
Bachelor of Arts (Anticipated May 2015), Major: Management & Marketing
Cumulative GPA: 3.7, Dean's List 2 semesters

PROFESSIONAL EXPERIENCE

Professional Clothier (Sales & Marketing Internship), Dardis Academy, St. Michael, MN, Summer 2014

- Attended a week long, skills-based training session to refine my presentation skills, selling skills, professional presence and image, business writing, networking skills, and time and territory management
- Successfully ran my own men's apparel business by establishing a solid network, developing effective presentation skills, gaining more confidence in selling products, learning the value of products, and perfecting my ability to communicate with clientele
- Recognized and rewarded for high results, and consistently in the top 10% of sales out of 150+ interns
- Partnered closely with other interns to collaborate and share best practices

Sales Associate & Team Lead, Number 1 Massage, Eau Claire, WI, 2012-2013

- Successfully sold merchandise by developing a rapport with customers, uncovering their needs, and sharing the value of the products
- Effectively lead and managed employees and coached them on sales techniques and interpersonal skills

Contractor & Team Lead, Morlock Homes, Minneapolis, Minnesota, 2007-2013

- Participated in expert carpentry work
- Relied on analytical skills to assist in building well-designed homes
- Effectively lead and managed employees on the job site to ensure task completion and within time constraints

Lawn Care Specialist, Minneapolis, Minnesota, Summers 2006-2013

- Performed lawn care techniques in residential and commercial areas
- Ensured customer satisfaction by cutting lawns, trimming bushes, and cleaning surroundings
- Managed and inspected job tasks for completeness and perfection

Marketing Assistant, Coldwell Banker Real Estate, Plymouth, Minnesota, 2007-2011

- Relied on effective communication skills to plan out meetings and listing appointments for realtors
- Used creative skills to create marketing materials, business cards, etc.

PROFESSIONAL DEVELOPMENT

- Member of NCAA St. Scholastica's Men's Basketball Team and named to the NCAA All-Academic Team
- Two-time UMAC Player of the Week and Minnesota Hoops Player of the Day

VOLUNTEER EXPERIENCE

Food Bank Volunteer, Christ Lutheran, Otsego, Minnesota

- Cooked, prepared, and served food to people in need, as well as created a positive environment