
AARON M. FLEMING

1111 SHEEPSHEAD DRIVE | DETROIT, MI 44444 | TEL: 248-555-1234 | EMAIL: AMFLEMING1234@MSU.EDU

MARKETING & SALES PROFESSIONAL

Entry-level marketing and sales professional from Michigan State University

Creative, visionary, and ethical professional student who provides relevant, customizable and visual results for varying job demands. Exceedingly outgoing and work-oriented contributor who manages time well and incorporates ideas from team members and co-workers to provide remarkable, conventional, and unique ideas, products, and services.

"Adam is simply one of the best assistants I've ever had. He was bright, innovative, completely dependable, and always professional. I would recommend him for any position requiring these qualities."

~ Aneil Mishra, V.P. of Curriculum and Faculty Relations, 2tor, Inc.

LEADERSHIP HIGHLIGHTS

- **Surpassed management expectations** through unique and innovative design of marketing and promotional materials for Michigan State University.
- **Grew business** by 450% from \$10,000 start-up to \$45,000/year business.
- **Increased revenues** by 66% per sale at food service establishment.

WORK EXPERIENCE

MICHIGAN STATE UNIVERSITY (HIGH EDUCATION) ■ East Lansing, MI

Marketing and Promotional Materials Internship (Jan. 2011- Present)

- Under tight deadlines, design and create marketing brochures and promotional flyers for four Executive Education programs. Handle demands from multiple supervisors.
- Exceed management's expectations in quality, design and professionalism.
- Software expertise implemented: Adobe Acrobat, In-design, Photoshop; MS Word and Excel.

BRIAN'S LAWN CARE ■ Milford, MI

Assistant Manager (May 2007- Jun. 2010)

- Developed start-up company from \$10,000 investment to \$45,000/year business.
- Promoted business to local stores and subdivisions resulting in an increase in clients year-over-year for three years.
- Managed business operations resulting in more efficient use of business materials and time by regionalizing customers for smarter time operation schedule.

SBARRO'S ■ Novi, MI

Sales Associate (Dec. 2006 – Jun. 2009)

- Provided excellent sales service in store that exceeded sales expectations year-over-year.
- Created and developed relationships with 100+ repeat customers.
- Collaborated with employees under demanding conditions to decrease wait time while increasing quality of service and products.
- Increased revenues by 66% average per sale, achieving order upgrades for 70% of customers.

MICHIGAN STATE UNIVERSITY ■ East Lansing, MI

Loading Dock Clerk (Sep. 2008 – Dec. 2008)

- Slashed wait time by 30% for product unloading and stocking.

EDUCATION

BACHELOR OF SCIENCE, MARKETING ■ 3.8 MARKETING GPA ■ 2011

ELI BROAD COLLEGE OF BUSINESS ■ MICHIGAN STATE UNIVERSITY