

Mike Henry

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Objective

An entry level position as a Sales Representative for a wholesale supplier providing sales, customer service, and problem-solving.

Capabilities Profile

My capabilities are applicable in a variety of areas, including:

Add-On Sales	Territory Development	Credit Reporting
Order Soliciting	Complaint Management	Sales Promotion
Product Delivery	Training & Development	Product Information
Bid Development	Product Recommendations	Delivery Scheduling

Education & Certifications

Bachelor of Science in Industrial Distribution and Logistics. East Carolina University, May 2005
Certification in Transportation and Logistics (CTL) and Sales and Marketing Executives (SME) from the American Society of Transportation and Logistics (ASTL).

Selected Examples of Coursework:

Occupational Safety and Health, Distributor Sales, Blueprint Reading, Technical Presentations, Quality Control Manufacturing Processes, Global Logistics, Sales and Logistics, Fundamentals of Management, Marketing Management, Finance, Economics, Marketing, Global Management, Business Management.

Experience

Red Bull North America, Inc. *Student Brand Manager* August- Present, 2004

RedBull is the inventor of Energy Drinks

- Assist other team members of RedBull with campus affairs
- Schedule events on college campuses
- Increase strategic marketing about campus

Law Office of Frank Cassiano *Filing/Office Work* 2002-2003

The Law Office of Frank Cassiano specializes in trucking accidents and major medical malpractice

- Filed documents and paperwork needed for the court cases
- Processed documents with the judicial system
- Researched cases for attorneys

Carpet Bargain Center *Sales Associate* 1998-2002

Sales of residential and commercial carpet, ceramic tile, and vinyl composition tile. This was a major regional outlet generating over \$80,000 in gross revenues per month.

- Sales
- Credit Reports
- Customer Service
- Product Warehousing

Computer Skills

I have a sound working knowledge of personal computers as well as a variety of productivity enhancing computer software packages, specifically: Microsoft Word, Excel, Powerpoint, Minitab 14, and Internet Explorer.

Professional Affiliations

PAID: Professional Association of Industrial Distribution

ASTL: American Society of Transportation and Logistics