
JOHN SMITH

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EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN

May 2015

Bachelor of Science in Business

GPA: 3.08/4.00

Majors: Professional Sales, Marketing, Entrepreneurship & Corporate Innovation

Additional Honors: The Senator Richard G. Lugar Outstanding Student Leadership Award

ACTIVITIES

Global Sales Workshop - Bloomington, IN

March 2014 - Present

Chief Operating Officer

- Appointed to work in tandem with the Chief Executive Officer to strategically align the newly founded workshop and communicate our vision internally to our members and externally to our corporate sponsors
- Received training to aid in the professional development of member networking skills and sales techniques
- Competed in the 2013 Indiana University National Selling Team Pre-Competition for Altria & 3M
- Served as the liaison between the workshop and sponsors to assist in the acquisition of new sponsorship

Student Organization Ethics Board - Bloomington, IN

December 2013 - Present

Designee of the Dean of Students

- Served as a designee of the Dean of Students, adjudicating cases of student organizations facing disciplinary sanctions and exploring the culture and needs of the student organization community at Indiana University
- Engaged in risk-based debate and critical decision making conversations with Indiana University staff
- Researched organizational issues on campus, to effectively eliminate the escalation of non-systemic cases

Kelley Student Government - Bloomington, IN

November 2013 - Present

Secretary

- Coordinated event planning logistics for school-wide events, and scheduling for internal delegate meetings
- Worked with business law faculty to develop, promote, and coordinate the KSB Ethics Case Competition
- Corresponded closely and creatively with Kelley's student body to successfully cross-promote and collaborate

Beta Theta Pi Fraternity – Bloomington, IN

November 2012 - November 2013

President

- Elected by 123-member organization to lead our fraternity through campus representation, transparent communication, community involvement, and academic excellence while achieving a rank of 3rd in grades
- Created and designed a brotherhood point system that actively records each member's activity within the chapter, academia, and surrounding community to encourage the continual betterment of each member
- Cultivated strong relationships with Student Life officials and the national fraternity to increase our standing with the University and position ourselves to win the second most prestigious national award, "The Sisson"
- Awarded "Chapter of Excellence Leadership Development Award" by cultivating extracurricular involvement

EXPERIENCE

IGS Energy – Columbus, OH

May 2014 - August 2014

Commercial & Industrial Sales Intern

- Consulted prospective commercial and industrial customers to secure 5 new accounts worth over \$15,000 gross margin of new natural gas and electricity business
- Ensured long-term customer relationships by providing accurate, customer-centric utility management analysis
- Prospected commercial and industrial customers to generate a pipeline of over 80 potential future customers

Minutia Detailing LLC - Carmel, IN

June 2011 - Present

Co-Founder & Owner

- Envisioned and created a full service mobile car wash company with personalized customer service and superior detailing at affordable pricing
- Managed a team of five contracted employees to have a minimum of five cars being detailed per week
- Assisted in web design to have a functional online booking system to increase opportunities for revenue
- Incentivized customer relations by creating a referral rewards program to generate growth and maintain clients

INTERESTS

IU Club Hockey | Movies & TV | Photoshop | Wealth Creation | Upward Youth Basketball | ABTA | Snowboarding