

# Blerta Imeri

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- Objective** To obtain a rewarding full-time sales position in the summer of 2018.
- Education** *Rochester Institute of Technology* – Rochester, NY  
Expected Graduation: May, 2018  
Major: Marketing *and* Business Management  
Immersion: Advertising and Public Relations  
Degree: Bachelor of Science  
Cumulative GPA: 3.31
- Work History** *Around Campus Group - Internship*  
Sales Team Leader (May 2017 – August 2017)
- Worked with business owners and marketing directors in the Ithaca Community to establish a strong marketing presence on Cornell Campus.
  - Attended a week-long Sales Foundations Academy at UNC-Chapel Hill where I was awarded MVP.
  - Sold \$31,000 in advertising on print, online, and mobile platform. Ranked #1 out of 33 Empire Region members. Ranked #4 out of 500 nationally.
  - Awarded Blue Collar designation for completing 1,800 sales calls in a 12-week period.
- Delta Sonic Car Wash – Part Time*  
Sales Associate (February 2013 - Current)
- Achieved the ranking of Top 10 Sales associate of the month several months over and promoted to the top-level sales advisor within two years.
  - Trained new employees within the department and provided exceptional customer service.
  - Rewarded for consistent up-selling.
- Coursework** Professional Selling, Internet Marketing, Negotiations, Marketing Metrics and Research
- Skills** Advanced in:  
Microsoft and Mac  
Microsoft Power Point and Excel  
Minitab Experience with:  
Graphics, ArtiosCAD; Program that develops graphic packaging
- Additional** Bilingual in English and Albanian