

Carter Montana

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SUMMARY OF QUALIFICATION

- Self-motivated with ability to achieve project goals under time and budget constraints
- Personable relationship-builder with strong interpersonal communication skills
- Constantly brainstorming solutions to devise a plan on improving sales
- Dedicated team leader, committed to providing high-quality support
- Proficient with Microsoft Word, Excel, PowerPoint, and Adobe Illustrator

EDUCATION

Bachelor of Arts in Business

May 2020

California State University Channel Islands, Camarillo, CA

Study Abroad: Zeppelin University, Friedrichshafen, Germany

Jan. 2019 - May 2019

WORK EXPERIENCE

GenomeSmart, Oxnard, CA

Marketing Intern

January 2020 - Present

- Create monthly presentations using Microsoft PowerPoint for account managers to illustrate the progress and effectiveness of our business/marketing strategies
- Manage marketing outreach of a community day for over 5,000 members and 200 staff
- Collaborate with executives in creating media promotional videos
- Organize and implement business and marketing strategies to boost sales online 15%

Fossil, Camarillo, CA

Manager

March 2018 - August 2019

- Introduced sales goals and strategies that improved revenue earnings 12%
- Developed new marketing strategies by collaborating with the corporate sales team
- Managed store employees, organized work schedules, enforced corporate protocol, and assisted customers to ensure customer satisfaction

Sales Associate

September 2017 - March 2018

- Aided clients in discovering appropriate products for their needs
- Provided high quality customer service by working to resolve unsatisfied customers
- Encouraged customer retention by building personal connections

PROFESSIONAL INVOLVEMENT

Member, Business Professionals of America

2018 - Present

Member, Business Club, CSU Channel Islands

2017 - Present