

## Selam Mulugeta

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### OBJECTIVE

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Business Marketing student actively seeking for an internship within a reputable advertising company as an active team professional where I can contribute my experience, charismatic and proactive personality to help improve the company's mission.

### EXPERIENCE

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| June 2014 -<br>Present       | <b>ALLSAINTS</b><br><i>Sales/Clientele Specialist</i>   | San Francisco, CA |
|                              | <ul style="list-style-type: none"><li>• Book appointments with clients to expose new collections.</li><li>• Build strong loyal relationships with clients.</li><li>• Develop new selling techniques and ideas to improve sales daily.</li></ul>   |                   |
| January 2015 –<br>Present    | <b>Konnect Labs</b><br><i>Official Spokeswoman/ Marketing Specialist</i>  | Sunnyvale, CA     |
|                              | <ul style="list-style-type: none"><li>• Face of #Cube launch in Dec. 2014</li><li>• Attended Consumer Electronic Tradeshow 2015 in Las Vegas</li><li>• Partnered with retailers, wholesalers, distributors, manufacturers to discuss about marketing strategies, sales development, and execution.</li></ul>                    |                   |
| November 2013 -<br>May 2014  | <b>Enagic, Inc</b><br><i>Sales Development Representative</i>   | Torrance, CA      |
|                              | <ul style="list-style-type: none"><li>• Developed strategic and operational sales to leverage clientele base.</li><li>• Make consistent cold calls to prospective clients and inform them about new products and deals.</li><li>• Conduct market research to identify trends and manage sales activities accordingly.</li></ul> |                   |
| February 2014 -<br>June 2014 | <b>"Celebration of Love" Nonprofit Organization</b><br><i>Marketing Assistant</i>   | Los Angeles, CA   |
|                              | <ul style="list-style-type: none"><li>• Assisted the marketing manager to identify sales opportunities and follow up on existing accounts.</li><li>• Developed effective working relationships with internal and external stakeholders.</li><li>• Designed promotional adverts for planned campaigns and events.</li></ul>      |                   |

### EDUCATION

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| May 2016 | <b>San Francisco State University</b><br><i>Bachelor of Arts</i><br>Major: Business Marketing | San Francisco State University, CA |
| May 2014 | <b>Santa Monica College</b>   | Santa Monica, CA                   |