

Atul Patel
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OBJECTIVE: To obtain a Technical Sales Manager position at a Fortune 500 firm.

EDUCATION: University at Albany, State University of New York
Bachelor of Arts: Business Administration, May 2002
Minor: Marketing
GPA: 3.45

SKILLS:

Marketing and Sales

- Developed Strategic Merchandising Plan for retail clothing store
- Helped increase sales revenues 35% for Natural Foods Stores corporation
- Worked with international firm in creating a global marketing strategy
- Raised \$4,500 for fraternity through promoting bake sale and food drive
- Developed advertising campaign as part of class projects
- Promoted food service related products at local restaurants
- Created and developed presentations for clients for school project

Information Technology

- Designed and developed website for wholesale car parts distributor
- Helped get local flower shop online through development of an electronic commerce solution involving website design and advertising
- Created relational database for national supermarket chain
- Designed and distributed online surveys for local Palm-Readers Association
- Served a technical support person in University Marketing Lab
- Proficient in MS Windows, Office 97, HTML, PeopleSoft implementation

Management

- Served as Assistant Manager at Burger King for three years
- Managed daily activities of family run car washing business
- Hired and trained new employees for restaurant
- Coordinated sales presentation strategy for local business

ACTIVITIES:

- Grand Pooh-Bah of Local Elk Club
- Vice President for Lambda Lambda Lambda fraternity
- Play piccolo and clarinet