

Joshua Ross Spradling

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Objective

I am seeking a career position in sales or marketing using relationship building, business development and product education skills. Ideal position offers the opportunity to contribute to the long-term success of a growth-oriented company by assisting a team in the implementing and executing of ambitious sales plans.

Strategic Qualifications

- Offering a bachelor's degree in corporate communications and a proven record for research and achieving sales goals.
- Planning and Organization skills including- Presentations- Business Development- Forecasting- Scheduling/Coordination-Negotiation- Problem Solving
- Proven experience in research and development of new product lines, tracking inventory and sales trends
- Highly effective relationship-building skills for earning the trust of customers and team members
- Strong time management skills; able to take initiative, organize, prioritize and complete projects within established deadlines
- Expertise in analyzing data for use in pre-call planning, post-call analysis and goal setting
- Computer skills: Microsoft Office (Word, Excel, Access, PowerPoint) Retail Link proficient

Education

Southern Methodist University, Dallas, TX

Bachelor of Arts, with departmental distinction in Communications, Public Affairs and Corporate Communications

Minor: Psychology

Cumulative GPA: 3.4

Work Experience

Michael Burns and Associates, Dallas, TX

Assistant Account Executive with a Public Relations agency

- Interviewed clients to determine their specific needs and prepare for presentation. Created media and promotions for Lone Star Race Track. Researched and created media kits and promotions for Hill & Wilkinson Construction of Dallas and Daiseytek of Plano.

The Southwestern Company, Nashville, TN

Sales Associate – Independent Contractor

- Applied direct sales skills selling educational products, contacting 4000+ families from various socioeconomic backgrounds. Executed all orders, handled inventory functions, maintained accounting records and delivered products. Achieved personal sales of \$25,000 in 10 weeks.

Food Talk, Rogers, AR

Retail Link Assistant for Wal-Mart Vendor

- Directly assisted the Chief Operating Officer in analyzing and using retail link data to increase sales and cut losses. Researched and developed new ways of marketing items to Wal-Mart using price and quality comparisons. Assisted on calls to Wal-Mart buyers. Assisted in the tracking management and forecasting of warehouse shipments.

Green Door, Fayetteville, AR

Head Bartender

Shogun, Fayetteville, AR

Bartender

Benton County, Bentonville, AR

Supervising Site Monitor

Profile

Articulate, Innovative, Quick Learner, Diligent, Resourceful, Strong Relationship Building Skills, Highly Effective Listening Skills

Eagle Scout, Boy Scouts of America
Kappa Sigma Fraternity Member

References Available Upon Request