

Donald W. Vinton
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OBJECTIVE	Position in sales or marketing with opportunity for advancement and travel
SALES/ MARKETING SKILLS	▪ Demonstrated lawn-care equipment in central and western Pennsylvania ▪ Achieved product sales amounting to 120 percent of forecast in competitive field ▪ Personally generated over \$25,000 in telephone subscriptions as part of President's Task Force for the Penn Foundation ▪ Conducted telephone survey of selected businesses in two countries to determine potential users of farm equipment and to promote company services ▪ Successfully served 40 or more retail customers daily as clerk in electrical appliance department of national home hardware store
ORGANIZA- TIONAL/ MANAGEMENT SKILLS	▪ Helped conceptualize, organize, and conduct highly successful campus campaign to register student voters ▪ Scheduled events and arranged weekend student retreat for Newman Club ▪ Trained and supervised two counter employees at Pizza Bob's ▪ Organized courses, extracurricular activities, and part-time employment to graduate in seven semesters; earned 3.4 grade point average
EDUCATION	Pennsylvania State University, State College, PA. B.S., 2002 Major: Business Administration with sales and marketing emphasis GPA in major: 3.6/4.0 Community College of Allegheny County, Monroeville, PA Courses in General Studies and Business Administration
EMPLOYMENT	2000 – 2002, Pizza Bob's, State College, PA Summer 1999, Bellefonte Manufacturers Representatives, Pittsburgh, PA Summer 1996, Home Depot, Inc., Pittsburgh, PA