

# Bill Lumbergh

1718 26<sup>th</sup> Street • Anywhere, MN 56258  
507.555.1111 • Bill.Lumbergh@my.smsu.edu

---

## OBJECTIVE

---

Seeking an MBA internship in Business, Supply Chain Management or Marketing

## EDUCATION

---

**Southwest Minnesota State University**, Marshall, MN

*Master of Business Administration*

Anticipated: December 2018

*Bachelor of Science: Management*

May 2014

*Concentration: Supply Chain Management*

MBA GPA: 3.73

*Minor: Marketing*

Undergrad GPA: 3.62

**Relevant Coursework:** Human Resource Management, Professional Selling, Project Management, Computer Concepts/Applications

## MARKET RESEARCH

---

**Advertising Campaign Research Project** – Created a marketing plan for Martinez Meat and Grocery by utilizing different strategies and budgets to help the business push into different markets and sustain a larger profit margin

**Six Step Selling Process Project** - Approach various sales scenarios by determining social styles and effectively adapting to each set of social styles

**SEWearable Designs Production Efficiency Project** - Develop a strategy for SEWearable Design's production line to be able to produce high quality custom products in an efficient matter and ensuring the needs and wants of the client are fulfilled

## EXPERIENCE

---

**Retail Sales Specialist**

July 2016-Present

Auto Parts, Marshall, MN

- Cultivate and maintain relationships with more than 20 professional businesses
- Recognized for achieving second highest related sales in the district
- Recognized for achieving highest seasonal related sales in the district from January-February 2017
- Develop adaptive sales techniques as a full-time employee while maintaining full-time student status

**Manager**

May 2014-June 2016

IniTech, Marshall, MN

- Supervised internship program for software programmers
- Maintained relationships with various suppliers
- Updated employers on TPS reporting changes

## LEADERSHIP

---

**SMSU American Marketing Association**

August 2010-May 2014

- Participated in activities that involve interaction with the school and community, educational outings to advertising agencies in surrounding communities, and attended biweekly meetings
- Served as Vice President, Secretary and Public Relations Chair

**SMSU Enactus**

August 2010-May 2014

- Engaged in projects to improve communities by using educational experiences, local business advisory boards, and institutional resources to implement programs that create real economic opportunities for members of the community
- Active on the Green Team