




JAIME GARCIA

ENTRY-LEVEL BUSINESS DEVELOPMENT

CONTACT

j.garcia@email.com 

(123) 456-7890 

Fresno, CA 

[LinkedIn](#) 

EDUCATION

Bachelor of Arts
Administration

Fresno State University
September 2010 - May 2014
Fresno, CA

SKILLS

Interpersonal Skills and
Customer Communication
Data Analysis and Research
Presentation
Social Media Marketing
Software
Salesforce

CAREER OBJECTIVE

Energetic personality who is passionate about connecting with people. Eager to work in development at Warby Parker, where my internship and academic experience will assist growth.

WORK EXPERIENCE

Business Development Intern

SOURCE Global

January 2014 - June 2014 / Fresno, CA

- Crafted a holistic paid acquisition strategy, leading to a 38% ROI
- Improved site visit duration by 6 minutes with marketing strategy
- Conducted data analysis on 6,000+ site visits per day via Salesforce
- Collaborated with 7 interns to create daily reports, presentations, and lead-generation strategies
- Contributed to the 9% outperformance of company sales targets by identifying new customers

PROJECTS

Strategy and Business Development Club

Fundraising Chair

2012 - 2014

- Handled fundraising drives, delegating tasks to team of 6 students
- United with 4 school clubs and athletic teams to host fundraisers
- Engaged with local businesses, hosting events 3 times yearly

CERTIFICATIONS

- Certified Sales Professional (CSP)