

Joseph Denunzio

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OBJECTIVE: Entry-level Sales or Account Management opportunity in a competitive environment.**ATTRIBUTES:**

- Highly motivated with an exemplary work ethic.
- Functions well in a competitive, high-pressure situation
- Outstanding interpersonal and communication skills with excellent customer service skills

EDUCATION:**West Chester University, West Chester, PA May 2008**

B.A. Business Management

Student-Athlete: Varsity Football, 2004-2007

- Extensive individual and team daily training while maintaining a full academic schedule
- Learned essential time management and organizational skills

EXPERIENCE:**Springfield High School, Springfield, PA****July 2006 – December 2008****Assistant Varsity Football Coach** (*Started as a volunteer and offered a paid position*)

- Supported Varsity Head Coach on the field during daily practice and weekly games with offensive and defensive plays. Collaborated in the development of weekly practice and game plans and became instrumental in creating a defensive playbook. Prepared practice schedules to fit allotted practice times.
- Evaluated player performance and made suggestions to adjust the game plan to ensure victory.
- Cultivated positive relationships and reinforced character development while stressing the fundamentals of football. Ensured safety measures were upheld on the playing field.
- Assisted in strength and conditioning exercises during practice and summer camps by providing supervision in the weight room and ensuring all athletes were training properly.
- Analyzed and interpreted video footage of future opponents for team training and game preparation.

MusicLounge, Inc., New York City, NY**May 2005 – June 2006****Sales Associate** (*part-time while attending college*)*Internet MP3 Store; start-up multi-level marketing company; they experienced tax issues and company closed operation*

- Made more than 60 cold calls weekly to prospects pitching the new MP3 service and product functionality. Provided follow up calls/emails with additional information based on interest.
- Developed flyers announcing upcoming events held in Philadelphia. Developed and provided detailed PowerPoint presentations to a group of 50 prospects to create interest and generate sales.
- Signed up seven members at a buy-in of \$450 each with a monthly maintenance fee of \$15.
- Exceeded profits of \$1,200 and on target to triple profits.

Connelly Securities, Newtown Square, PA**June 2004 – August 2004****Associate**

- Updated equipment records and approved users for computer system for more than 150 traders.
- Prepared data for budget reports and managed timekeeping and payroll.

Volunteer:

- YMCA, West Chester, PA: 2006 – 2008: Participated in the Service Learning Program to help young children be involved in activities and healthy eating habits as part of the program's obesity awareness.