

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