

Jason Fletcher

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OBJECTIVE: Technical Sales Representative position with Texas Instruments Inc.

EDUCATION

California Polytechnic State University, San Luis Obispo

Bachelor of Science: **Industrial Technology**, December 2013

Cumulative GPA: 3.35 Major GPA: 3.44

TECHNICAL PROJECTS

Applied Industrial Operations, Cal Poly, San Luis Obispo

- Designed, developed, manufactured, assembled 70 units, market and sell a product while working in a “real world” environment
- Lead position as the Operations Manager, coordinated every operation of the company and managed a team of 5

Value Engineering Consultant, Cal Poly, San Luis Obispo

- Provided options to solve surface mounting problems for Dove Electronics, company that manufactures electronic circuit boards for theatre lighting equipment
- Created and presented three solutions to save \$200/day in labor hours

SALES AND CUSTOMER SERVICE EXPERIENCE

Sales Assistant, REC Solar, San Luis Obispo, CA

6/2011 - 9/2011

- Worked for the largest residential solar power distributor in California
- Recorded all sales numbers, attended conferences, tradeshow, updated data-bases and issued state rebates

Sales Representative, Newave Technologies, Washington, D.C

6/2010 - 8/2010

- Handled inbound calls and sold service to new customers from a scripted presentation
- Consistently one of the top sales representatives in the sales department

Sales Support/Customer Service ScentAir Technologies

2007 - 2010

- Performed installations, consumer service, worked trade shows, product design and produced marketing collaterals

Sales Representative, Vector Marketing Corporation

6/2009 - 7/2009

- Sold over \$10,000 dollars in two months
- Top seller in the office and member of the President’s Club
- Performed sales calls, cold called costumers, setup appointments and gave demonstrations

LEADERSHIP/INVOLVEMENT

Cal Poly Football Team - Defensive End

American Marketing Association

Industrial Technology Society National

Pi Kappa Alpha Fraternity

Association of Industrial Technology

Central Pacific Ski Club

COMPUTER SKILLS

AutoCAD, Excel, Word, PowerPoint, MS Project, Access. Final Cut Pro

INTERESTS/ACTIVITIES

Athletics: Football, Basketball, Boxing, Golf and Tennis