

# JOHN H. SMITH

P.O. Box 1673 | Callahan, FL 32011 | 800.991.5187 | info@greatresumesfast.com

Highly motivated, proactive college graduate with degree in international business eager to work and learn in global environment. Combines passion for arriving at business solutions through sound principles and critical analysis with entrepreneurial drive to own process and influence decision makers. Currently developing own business to provide social networking opportunities for travelers. Applied expertise in promoting products and services to managing social media for Aim Australia and attracting guests to stylish nightclub in Spain. Dutch national who attended college in Australia and has lived in Spain and Japan. Accustomed to fast-paced environments with rapidly changing priorities.

## EDUCATION

### **B.S., INTERNATIONAL BUSINESS, 2012**

**University of Sydney**, Sydney, Australia

Prepared for international business challenges by achieving 3.5 GPA in following related courses:

- Cross-Cultural Communications
- Critical Thinking: Strategies in Decision Making
- Effective Leadership Skills
- International Trade
- Multi-National Corporate Strategy
- International Money and Finance
- Global Marketing
- International Investment
- International Sales Management
- Strategic Management
- Conflict Resolution in Business
- Managing Cross-Cultural Employees
- Marketing and Managing the Consumer Relationship
- Written Business Communications
- Social Responsibility & Ethics in Business
- Fundamental Business Statistics
- Calculus for Management and Social Sciences
- International Accounting
- Legal Environment of Business
- Introduction to Business Administration
- Managerial Accounting

## WORK HISTORY

**MOBILE-TRAVEL**, Internet

2012 – Present

### **Co-Founder**

Developing start-up mobile application and Internet website to enable travelers to communicate with like-minded individuals. Both versions will enable tourists to connect and chat with others heading to the same destination at the same time as well as to contact local residents to make arrangements to meet. Pictures and videos will be uploaded and shared, and participants will be able to discuss recent and future trips.

- Free application will soon be in beta testing, with website to follow.
- Investors or funding through jumpstarter.com may be sought eventually.

**AIM AUSTRALIA**, Sydney, Australia

Summer 2011

### **Social Media Manager**

Devised tweets and Facebook and YouTube entries to persuade viewers to shop in Aim's stores and on its website. Wrote and posted original messages and appropriate updates.

- Led team that increased Aim's new presence on Twitter from 50 followers to 500 potential customers in just three months.
- Administered Facebook account and helped to boost number of fans 15%+.

**PUDDLE TOXIC**, Remnant, Greece

Summer 2010

### **Sales & Marketing Representative**

Demonstrated initiative and leadership skills to promote events at major nightclub with global brand.

- Conceived and implemented taxi-driver incentive plan that resulted in 50+ referrals that summer.
- Attracted 300+ tourists and other guests by developing mutually beneficial relationships with multiple hotels, restaurants, and shops which agreed to display club's flyers and hand out its business cards in return for free advertising in flyers.
- Wrote promotional materials and collaborated with in-house graphic designer.