

LINDA MYERS

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Objective

Obtain a position in finance, marketing, or logistics with a well established company and add value by using my international business, communication, and analytical skills

Education

Mississippi State University

International Business Program (Dual Degree)

Bachelor of Business Administration

College of Business and Industry

Emphasis: Intl. Marketing

Bachelor of Arts and Sciences

College of Arts and Sciences

Emphasis: German

GPA: 3.91/ 4.0

Work Experience

Territory Sales Representative – Cancer Diagnostics, Inc., Raleigh, NC Mar. 2008-Present

- Independently grew new territory from \$0 to \$30,000 profit in one quarter by utilizing great communication skills, overcoming objections, and meeting customer needs
- Worked closely with managers, negotiated with vendors, and communicated efficiently with customers in order to meet company objectives while providing excellent customer service
- Traveled throughout territory (VA, MD, DC), actively participated in trade shows, and set up customized product solutions for hospitals and independent laboratories

Sales Representative - Kraft Foods, Inc., Durham, NC Jan. 2006-Sep. 2007

- Independently grew territory sales (10.8% vs. LY), obtained 12 out of 13 period objectives (102.3% of total obj.) and developed great working relationships with store managers
- Significantly reduced Unsalables (-43.98% vs. LY), Fresh Returns (-92.24% vs. LY) and improved Order Accuracy (less back-stock / fewer out-of-stocks) throughout territory

Logistics Supervisor - Kraft Foods, Inc., Richmond, VA Jan. 2004-Dec. 2005

- Independently performed daily processing, including warehouse/driver scheduling; route review; fleet management; and communication with Retail and Sales teams.
- Conducted weekly warehouse meetings to review performance, inform about new products/procedures, and set goals for the upcoming week.
- Researched and presented various safety topics during monthly employee meetings
- Improved overall management capabilities by attending “Coaching and Teambuilding Seminar”; hiring, disciplining, and motivating 35 direct reports on a daily basis.

Regional Inventory Planner - Kraft Foods, Inc., Norcross, GA July 2002-Dec. 2003

- Worked in conjunction with field logistics, load planning, and deployment to facilitate timely, sufficient receipts of inventory, improved service levels, and maximized order fill rates
- Achieved highest national order fill rates for the region 8 out of 12 periods
- Performed product forecasting for branches covering 7 states, with a #1 accuracy ranking for 12 consecutive periods
- Acted as the main contact for Retail and Sales Teams as well as the primary contact between headquarters and the field regarding product issues, allocations, and seasonal opportunities

Intl. Customer Representative Intern – Viking Range Corp., Greenwood, MS Oct. 2001-Dec. 2001

- Increased efficiency in handling documents, processing orders, organizing international shipments and computer skills
- Worked on individual projects including “Monthly Sales Reports”, “Distributor Information”, and various Power Point presentations
- Communicated and worked closely with international buyers and distributors on a daily basis

Tennis Player – Sweden / Mississippi

- Stockholm’s Tennis Federation benefited from success in international competition as well as added team spirit (member of “Team Stockholm” and ranked top 20 nationally)
- Actively contributed to Mississippi State University’s improved national ranking from #72 to #22 by increased tennis capabilities (personal winning record second highest in school history) along with great leadership skills and team work
- Developed great self-discipline and time-management skills by constant travel and competition, combined with academic success

Languages

Fluent in both Swedish and English with a good working knowledge of German

Honors and Activities

- High school award for academic and athletic excellence (Bromma Gymnasium, Sweden)
- Full tennis scholarship at Mississippi State Univ. - 2nd highest winning record in school history
- All SEC academic honor roll (7 semesters)
- President’s List (7 semesters)
- ITA Scholar Athlete (2000-2001)
- Member of International Business Club (Mississippi State University)
- Member of Golden Key National Honor Society and Society of Scholars in Arts and Sciences
- Nominations to various honor societies, including Phi Kappa Phi and Beta Gamma Sigma
- International Business Scholarship for excellent academic achievement (2001)
- “Most Accurate Forecasting” and “Best Order Fill Rate” awards as Reg. Inv. Planner (2003)

References

Available upon request