

CLAYTON JENKINS

Local: 245 East 13th Ave Apt B8, Columbus, OH 43201 | Permanent: 7602 Pineglen Drive, Cincinnati, OH 45224
Jenkins.451@buckeyemail.osu.edu · (513) 317-3224

EDUCATION

The Ohio State University, Fisher College of Business
Bachelor of Science in Business Administration. Double Major: Marketing and Logistics
Cumulative GPA: 3.07/4.00

Columbus, OH
June 2010

RECENT WORK EXPERIENCE

Macy's
Retail Sales Representative

Columbus, Ohio
June 2009 - Present

- Interact with several customers a day to create and maintain an outstanding sales environment
- Work daily with my fellow employees as a team to make sure every customer question was answered and every request was addressed
- Pursue to open loyalty credit accounts with customers to build the Macy's brand recognition and to obtain lifetime customers
- Use sales techniques when dealing with the customer to increase the purchase at the point of sale

TH Executives
Sales Agent and Distributer

Columbus, OH
June 2008 - August 2008

- Helped market and advertise for several central Ohio restaurants and golf courses
- Directly sold various packages from promotion books to ticket packages for the Columbus Crew, Cincinnati Reds, and the Cleveland Indians
- Participated in daily impact meetings to discuss new sales and marketing techniques
- Took a business trip with three other employees to St. Louis to further learn sales methods and ideas from the leading office
- Trained and observed new employees at the end of the internship

Scott's Lawn Service
Lawn Tech

Cincinnati, OH
June 2007 - September 2007

- Reported to 20 - 30 lawns per day and provided them with the proper assigned treatment
- Acted as the eyes of the company; dealt with each customer on a one on one basis, answering all questions and concerns they may have
- Performed "truck sales" to obtain new accounts from neighbors or anybody with questions about the service
- Immediately solved any problems with a customer

Worked several part time jobs during college

ACTIVITIES

High School Football / Basketball
Team Captain

Cincinnati, OH
Fall/Winter of 2005

- Led off season weight lifting and conditioning workouts
- Was responsible to make sure teammates were ready and on time for practice/training

Community Service

- Attended local elementary schools twice a week to aid children with reading
- Helped physical education teachers run class and guided students through drills

Various recreational and intramural sports throughout the school year

SKILLS & INTERESTS

Computers: MS Word, Excel, Access, PowerPoint, Outlook; Internet/E-mails; Windows; Hardware

Interests: Participating in competitive team and individual sports and projects, competitive sales, marketing and promotions