

Scott Borggren

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CAREER OBJECTIVE

Seeking a sales position.

EDUCATION

Indiana University, School of Public and Environmental Affairs, Bloomington, IN
Bachelor of Science in Public Affairs: Management Major, Non-Profit Management Minor
Graduated May 2006, Major GPA: 3.2

EXPERIENCE

Nationwide Financial, Dublin, OH

August 2008 – March 2011

Internal Wholesaler

- Internal Sales and Service Employee of the Quarter: Fourth Quarter 2010
- Established relationships with external partners while consistently exceeding sales goals
- Developed leadership skills through management opportunities and mentor
- Coached and increased internal wholesalers sales through creative solutions

CDW, LLC, Vernon Hills, IL

May 2006 – July 2008

Sales Account Manager

- Established and maintained customer relationships through profiling accounts
- Advanced sales, organization, customer service and communication skills
- Provided unique sales strategies to increase production and new customers

Washington Leadership Program, Washington, D.C.

January 2006 – April 2006

Advocates for Youth

- Expanded leadership skills, knowledge and experience
- Developed writing and communication skills
- Conducted extensive research for future marketing campaigns

Chicago Mercantile Exchange, Chicago, IL

June 2004 – August 2004

Telluride Futures

May 2003 – August 2003

- Developed communication skills and established collaborative relationships
- Made quick decisions in stressful, fast moving environment
- Acquired significant fluency in marketing terminology and interpretation of market trends

HONORS

- The National Dean's List
- Founder's Day Recognition (Dean's List)

Additional Information

Management Association

January 2005 – April 2006

- Chartered new student organization