

David Purcell

Summary

I am an analytical individual. I have entrepreneurial ability, outstanding communication and time management skills, and the ability to work with and or lead others.

Education

Bachelor of Management, emphasis in Finance anticipated graduation April 2012
Concordia University College of Alberta
Edmonton, AB

Work Experience

Vector Marketing

February 2010-present
May 2011-September 2011

Branch Manager

Grande Prairie, AB

- Responsible for the opening, running, and closing of the office in a four month span
- Responsible for the #1 office out of 27 offices across Canada
- Sales of \$161,000 over 4 month period
- Responsible for hiring, training, and development of 42 sales representatives.
- Sold personally \$21,000 while running the office

Assistant Manager

April 2010-May 2011

Edmonton, AB

- Awarded #1 field trainer in the division and then #1 across the nation for field training
- Conducted interviews for new associates
- Personal consultations with representatives
- Conducted Training seminars for new and existing employees
- Responsible for payroll and other managerial duties
- Helped run the number three office across Canada selling over \$600,000 as an office from May to September 2010
- Sold \$35,000 personally around office duties
- Promotion to Branch Manager effective May 2011

Sales Representative

February 2010-present

- Built a client base of well over 115
- I sold \$19,000 over the summer 2010 while being responsible for management including interviews, trainings, team meetings, field trainings, personal consultations, and other office duties
- Four sales awards with recommendation letters from the National Sales Manager

Previous summer and part-time jobs included: grocery clerk (Italian Center shop), bartender(Highlands Golf Course), and construction labourer (Remo's Masonry, Sheer Floor Concrete, City of Edmonton).

Scholarships

- Two Rutherford scholarships for honours through high school
- Stacy Hawke award for my coaching skills from the North East Basketball Association
- Two nationwide scholarship awarded for personal sales from Vector Marketing Canada, I received the seventh place scholarship across Canada based on sales
- One Jason Lang scholarship from the province for honours in University.

Volunteer Experience

Coach

North East Basketball Association Edmonton, AB
Experience

2005 season-2011 season

- Developed players ages 5-13
- Acted in a manner that presented me to be a positive role model
- Educated players in the codes of conduct and fair play
- Engaged the players to be physically active
- Created a sense of enthusiasm for the sport
- Created a sense of team identity and norms

Fundraising Events

Glenrose Rehabilitation Hospital Foundation Edmonton, AB
February 2008 till present

- Facilitated in the success of numerous events including black tie fundraisers
- Ensured the smooth run of these events for 500 and more donors at a time

Hobbies and Sports

- Soccer from age 6-19
- Basketball from age 6-17
- Football (high school team) 16-18
- Snowboarding
- Billiards
- Golf
- Workout & Run

References

Upon request