

DANIEL DeWERTH

10641 Buckingham Place | Concord Twp, OH 44077
(440)867-5225 | djd6512@rit.edu



Objective

To obtain an internship/co-op in order to grow intellectually and develop my skills in the marketing and advertising fields

Education

Rochester Institute of Technology (anticipated 2023)

GPA: 3.43

Saunders College of Business – AACSB Accredited Program

Bachelor of Science in Business Administration

Major: Marketing, Advertising & Public Relations

Summary of Skills

- Communication – Effectively communicated CUTCO products to potential customers with the intentions of closing a sale
- Financial – Created a fully functional business plan as a startup company for coursework at RIT
- Risk Management – Wrote an in-depth assessment of pursuing business internationally and the risks involved

Professional Experience

St. Denis Golf Course

Chardon, OH

Pro-shop/Cart Staff

(August 2017 – August 2021)

- Frequently interacted with customers addressing questions, concerns, or problems that may come up and direct them to management if necessary

CUTCO/Vector Marketing Association

Remote/Virtual

Sales Representative - Advisor

(June 2021 – Present)

- Cold called self-generated leads to book and perform virtual demos to effectively communicate a product and close a sale
 - \$7,000 in sales with a 71% Closing Rate
 - Invited to/Joined *The Leadership Academy* for growth and personal development

Professional Associations

Delta Sigma Pi Business Fraternity

- Webmaster – In charge of running the Delta Sigma Pi website for the Epsilon Lambda Chapter keeping it up to date with events, awards, and miscellaneous chapter news

Technical Skills

- Microsoft Excel
- Quickbooks
- Wix
- Project Plan 365