

Leslie A. Thompson

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EDUCATION

Texas A&M University, College Station, TX

BBA, Marketing, Mays Business School
Cumulative GPA: 3.2 Major GPA: 3.2

Graduation: May 2007

European Marketing Study Abroad Program

Summer 2006

- ◆ Gained insight to international business practices by attending company visits
- ◆ Broadened my international skills by engaging in various cultures

EMPLOYMENT

Blanchard Associates

Business Development

March 2009- present

- ◆ Help to grow and expand business in the Texas and Oklahoma markets by reaching new customers
- ◆ Work closely with lighting contractors and distributors to develop energy savings strategies
- ◆ Provide and coordinate presentations to develop and maintain business relationships
- ◆ Developed approximately two million in sales per year in a young territory

Gold's Gym

Membership Advisor

January 2009- March 2009

- ◆ Meet weekly sales goals and objectives
- ◆ Plan and organize special club events
- ◆ Motivate members and help shape club atmosphere

Sewell Lexus, Dallas, TX

Assistant Service Manager

June 2007 – May 2008

- ◆ Utilized superlative customer service standards defined by Sewell Lexus
- ◆ Multitasked and gained customer service skills via training and performing various activities
- ◆ Assisted in training department members during software conversion
- ◆ Completed Sewell's Professional Service Providers Course
- ◆ Became a Certified Service Consultant through Lexus' Commitment to Perfection program

Miller Brewing Company, College Station, TX

Promotions

November 2006 – May 2007

- ◆ Marketed Miller products using promotional tactics
- ◆ Educated consumers about Miller products and competitors' products

W. S. Bellows Construction Corporation, Houston, TX

Secretary Assistant

Summer 2005

Summer 2006

- ◆ Assisted employees with projects and business operations
- ◆ Expedited company calls and enriched my organizational skills

Lady of America / USA Fitness, Carrollton, TX

Sales / Customer Service / Fitness Trainer

June 2001 – August 2003

Summer 2004

- ◆ Encouraged potential clients to become gym members
- ◆ Advised and trained gym members
- ◆ Motivated members and helped shape club atmosphere
- ◆ Attended monthly meetings with owner to better shape business objectives and strategies

ORGANIZATIONAL AFFILIATIONS & VOLUNTEER WORK

CHBA (Castle Hills Business Association)

2008-2009

NTAEE (North Texas Association of Energy Engineers)

Nov 2008-2009

- ◆ Attended monthly business networking events

Phi Beta Lambda Fraternity, Epsilon Beta Zeta Chapter

2004 – 2007

- ◆ Developed decision making ability as part of a recruitment task force
- ◆ Participated in community service activities and fundraising events
- ◆ Received business counsel during company visits and from scholarly speakers at weekly meetings