

THOMAS E. LAWRENCE

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KEY SKILLS

- Rhetorical skills
- Hard worker
- Flexible
- Open to new ideas
- Knowledge of corporate structure
- Marketing
- Market analysis
- Project management
- Research
- Corporate sales
- Customer service
- Corporate ethics

Business professional with strong leadership skills and a desire to excel in the legal field. Strong communication skills, able to negotiate successfully in a business setting and skilled at turning jargon into clear, concise prose.

PROFESSIONAL EXPERIENCE

Corporate Sales Representative

Marriott International, Washington, DC | September 2019 – Present

- Cultivate relationships with key corporate partners to drive sales in Eastern U.S. region
- Member of four-person sales team that increased quarterly revenues by 23% over two years
- Manage several client deals simultaneously, ensuring that each is managed according to company benchmarks
- Researched and prepared white papers for management on key aspects of sales and marketing in our region

EDUCATION

Bachelor of Science in Business

George Washington University Washington, DC
September 2015 – May 2019
GPA: 3.5/4.0

- Member, National Business Honor Society, President of GWU chapter, 2020-2021
- Member, Beta Gamma Sigma Honor Society
- Courses included Business Leader Foundations, Business Ethics and the Legal Environment, and Human Capital in Organizations

Master of Business Administration

George Washington University Washington, DC
September 2019 - May 2021
GPA: 3.9/4.0

- Master's thesis: Legal Considerations in the Acquisition of Land for Corporate Use in the Developing World
- Volunteer on GWU Habitat for Humanity group; worked with team that built three homes for needy families in two years