Samuel L. Ward

OBJECTIVE

To join an organization that will allow me to make the most of my qualifications, experience and passion for business.

EDUCATION

University of Louisville, Louisville, KY August 1996 - May 2001

Bachelor of Arts in Communications 2001

February 2003 – Present

GPA: 3.0

CAREER EXPERIENCE

Ward-Edison's Professional Cleaning Service, Louisville, KY

President / Co-founder

- Responsible for new business growth and revenue
- Assist in daily business and marketing plans
- Responsible for implementing ideas to help service customers more effectively and efficiently
- Responsible for hiring and training of new employees
- Responsible for accounts receivable and accounts payable

Fifth Third Bank, Louisville, KY

Assistant Banking Center Manager

April 2005 – November 2007

- Responsible and accountable for leading a strong sales environment ٠
- Oversee the complete consumer loan process •
- Promote company products and services by regularly soliciting internal and external customers
- Establish close relationships with assigned business partners, such as Mortgage, Commercial Banking and Investment Representatives.

The Courier Journal / Velocity Weekly, Louisville, KY

Outside Retail Advertising Account Executive

- Responsible for new business growth and field activities for Velocity Weekly, a new young adult • publication
- Generated over **\$98,000** in signed advertising agreements in a seven-month time frame •
- Maintaining a high call average, 12 to 15 new business calls daily
- Work closely with new businesses (i.e.; restaurants and nightclubs on developing advertising • campaigns)
- Establish a sincere and trusting rapport with business owners and staff in assigned territory
- Currently responsible for managing and consulting between 18-20 active accounts monthly

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August 2001 – April 2005