Blake C. Bennett

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~ Enterprising MBA Student with high GPA, growing professional experience, and desire to move into the Financial Services Industry ~

CORE STRENGTHS

- ❖ Team leader / supervisor. Record of exceeding goals for productivity, cost-containment and quality.
- ❖ Company-minded and self-directed. Noted for initiative, analytical skills and ability to develop and motivate team members.
- ❖ Upheld workplace values and promoted company mission statement; benefiting both employees and customers.
- ❖ Experience in building and maintaining rapport with medical professionals, managers and CEO's.
- ❖ All aspects of consultative selling including lead generation, cold calling, needs analysis, closing and post sales service.
- ❖ Ability to run reports for multiple departments using a variety of statistical software programs. Experience with Word, Excel, PowerPoint, Outlook.
- ❖ An "outside of the box" thinker; creative; think quickly on feet.

RELEVANT EXPERIENCE SUMMARY

University of Southern Indiana, Evansville, IN   2006-present
Graduate Assistant
- ▪ Perform research for the College of Business
- ▪ Contribute to articles that are pending publication
- ▪ Fill in for professors on an ad hoc basis

The Lang Company, Evansville, IN   2004-2005
Sales Consultant
- ▪ Opened and managed more than 150 accounts, with such clients as Southern Star Gas Pipeline and Kentucky Wesleyan College
- ▪ Handled all aspects of consultative selling in six-county territory

Community Job Link, Evansville, IN   2001-2004
Employment Technician
- ▪ Developed job skills for disabled clients
- ▪ Promoted and presented programs to organizations in the Evansville area
- ▪ Provided needs analysis for local businesses to reduce labor costs

EDUCATION

University of Southern, Indiana, Evansville, IN
MBA   May 2007; GPA 4.0
B.S Degree, Psychology   2003