**Paul Chronological, MBA**

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***OBJECTIVE***

To obtain an executive advertising position with Bryson Group utilizing my marketing, sales, and MBA background.

***QUALIFICATIONS SUMMARY***

**∙** Creative idea generator and problem solver  
**∙** Strong presentation and group facilitation skills

**∙**  Proven success in leading cross-functional teams  
**∙** Excellent client relationship management skills  
**∙** New Product Development Professional (NPDP) Certification (provisional)  
**∙** Design experience in creating print materials and web content (Photoshop, Illustrator, InDesign, Dreamweaver)

***EXPERIENCE***

**MBA Internship -- Project Connect Team Member** July 2015 - Present

**Lexmark International** Lexington, KY

**∙** Served on cross-functional team of five MBA interns working with global printing solutions manufacturer **∙** Led teamfor new product development analysis for new kiosk printer application

**∙** Facilitated market research surveys and focus groups to gather key data for product considerations

**∙** Conducted supply chain management study of European distribution center resulting in recommendation being implemented

by management team

**∙** Completed mergers and acquisition research for economic feasibility of acquiring new printer technology

**∙** Regularly presented findings and proposals to senior executive leadership

**Marketing Manager** June 2012 – June 2015

**Grossman and Associates** Lexington, KY

**∙** Promoted to marketing manager for large commercial architecture firm serving clients nationwide

**∙** Identified potential clients, conducted research, customized marketing materials, and managed initial stages of client

relationships resulting in 25 percent increase in contracts

**∙** Developed firm wide marketing materials and managed design of company website

**∙** Utilized design software applications extensively for client reports and presentations  
**∙** Actively participated in over 100 client presentations and proposals with architectural associates

**Independent Sales** May 2011 – August2011

**Southwestern Company**  Nashville, TN

**∙** Served as independent dealer facilitating direct sales of educational books and products

**∙** Demonstrated flexibility and adaptability in relocating to Arizona which served as primary sales region

**∙** Continually achieved goals of providing 30 demonstrations a day to residential customers

**∙** Sales topped $20,000 within nine week summer work period

***EDUCATION***

**Master of Business Administration** May 2016

**University of Kentucky** Lexington, KY

GPA: 3.8

**∙** Emphasis in new product development, supply chain management, and growth strategies   
**∙** Six Sigma Green Belt Training and Certification (March 2016)

**Bachelor of Arts in Communication** May 2012   
**University of Tennessee** Knoxville, TN

GPA: 3.7  
**∙** Emphasis in public relations