

Sha'Rayne V. Smith

OBJECTIVE

To acquire an internship that coincides with my academic major

EDUCATION

Pennsylvania State University- The Behrend College	December 2014
Bachelor of Science in International Business and Marketing	
International Studies Minor	December 2014
Supply Chain Management Minor	December 2014
Social Media Certificate	December 2013
Global Awareness Certificate	May 2012

ACADEMIC EXPERIENCE

Business to Business Marketing- Marketing Research for LORD Corporation

- Semester long qualitative and quantitative research on specific commercial markets for helicopter erosion solution
- Used executive problem solving skills using the marketing mix to enter a new field of product development for LORD Corporation
- Exercise superlative communication skills while contacting current and potential LORD Corporation customers

Global Marketing

- Developing and implementing international marketing strategies for the global environment
- Constructed situational analysis on a specific foreign country in pursuit of presenting a service/product to enhance its economic prosperity

Management Information Systems- Website design and Administration

- Working with Partnership Erie to create and design webpages for local businesses
- Familiarization with Photoshop, Dreamweaver, CSS, and etc.

LEADERSHIP EXPERIENCE

▪ Vice President of the Multi-Cultural Council	Fall 2012- Present
▪ Institution of Diversity and Equity, Student Chair	Fall 2012- Present
▪ President of Human Relations and Programming Council	Fall 2011-Spring 2012
▪ Promotions Executive for Multi-Cultural Council	Fall 2011-Spring 2012
▪ Association of Black Collegians Representative	Fall 2010-Spring 2011

AWARDS/SKILLS

▪ Enterprise Resource Planning with SAP	Fall 2014
▪ Keystone Award recipient	Spring 2013
▪ Army Achievement of Service Award	Fall 2012
▪ Multi-Cultural Council Representative of the Year	Spring 2011

WORK EXPERIENCE

Dobbins Dining Hall- Erie, PA	August 2010-Present
Student Worker- Salad Prep, Grill/Fry, Clean and Sterilize	
▪ Displayed flexibility and adaptability by successfully handling rotating work station assignments	
▪ Operate independently to accomplish tasks, earning supervisor's trust for high quality work	
United States Army Reserves- Brookville, PA	October 2009-Present
Private First Class -Heavy Equipment Operator	
▪ Operate heavy machinery	
▪ Self-Confident to work in male dominated field	