

# Anthony Sanchez

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- OBJECTIVE** To utilize and strengthen my previous experiences gaining decision-making, communication and teamwork skills through an internship with a beverage or food sales company.
- EDUCATION** **MICHIGAN STATE UNIVERSITY** Graduation: December 2008  
Bachelor of Science in Food Industry Management  
*Education is 100% self-funded.*
- EXPERIENCE** **BRAVO! CUCINA ITALIANA** Lansing, MI  
*Server/Server Assistant/Food Runner/Host (July 2005 — July 2006)*
- Began as a serving assistant, food runner and host before being promoted to server.
  - Learned and utilized great knowledge of menu, wine, and exceptional guest service.
  - Received perfect score on mystery shopper report.
- HENRY FOX SALES COMPANY** (Wine Distributor) Grand Rapids, MI  
*Merchandiser (January 2004 – August 2004)*
- Orchestrated marketing tactics, and merchandised wine displays in numerous retail accounts.
  - Fostered customer service skills and gained sales experience handling daily concerns of account managers and customers.
- PEPSI COLA BOTTLING GROUP** Flint, MI  
*Merchandiser (August 1999 – May 2003)*
- Responsible for the merchandising and sales of numerous grocery store accounts.
  - Led display building teams, and became the primary trainer for new merchandisers.
  - Described by management as a “model employee,” exceeding what was asked, and demonstrating exceptional leadership, decision-making and managerial capabilities.
- DIRECT DISTRIBUTION and OAK DISTRIBUTION** Lansing and Flint, MI  
*Merchandiser (March 2004 — November 2004, Summer 2003)*
- Responsible for the merchandising of Red Bull and various assortments of beer and wine.
  - Managed to maintain and continue my growing knowledge and experience in this industry.
- ACTIVITIES** **FOOD MARKETING ASSOCIATION**  
*Member (2007)*
- Actively participated in numerous field trips and company presentations.
  - Enhanced networking, organization skills and knowledge for the business world.
- GORDON FOOD SERVICE** Lansing, MI  
*Ride-Along with a Sales Representative (October 2006)*
- Accompanied a Customer Division Specialist for a day, then based a class project off its details.
  - Learned a great deal about sales approaches, dealing with different types of people, decision and problem solving techniques within the professional foodservice industry. Final grade: 4.0.
- DELTA SIGMA PHI FRATERNITY**  
*Positions Held: Kitchen Manager, Lunch Cook, Recruitment Committee, Sports Chair (2002-2006)*
- Aided in the organization and management of recruitment tactics emphasizing public and human relations, team leadership and operations.
  - Managed a kitchen that served 35 students; tracked a weekly budget; coordinated caterings for various social events; supervised dinner cook and ensured that kitchen was sanitary and clean.
  - Active in a variety of community services and fund-raisers which included raising money for children’s after-school activities, battered women’s shelters, cancer research, and blindness.
- THE READING PEOPLE/CAPITAL AREA LITERACY COALITION**  
*Tutor (Fall 2004, Fall 2005)*
- Assisted a fifth grader in reading and writing in this distinctive after-school program.

