

# MITCHELL CLARK

1 First Avenue  
Santa Barbara, CA 12345  
555.123.4567  
name@email.com

## Objective

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**My objective is to obtain a challenging position with an organization that will provide long-term opportunities for personal and professional growth.**

## EDUCATION

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### **Bachelor of Science in Business Management and Marketing**

*DeVry University*

GPA 3.40/4.0

#### **Courses Related to Program**

- Business Writing
- Management: theory, practice, & Application
- Computer & Information Processing
- Corporate Culture
- Financial Management
- Employment Law
- Ethics in Management
- Critical Thinking

## QUALIFICATIONS & ACHIEVEMENTS

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- Above target rating on 2004 and 2005 balanced scorecard
- Exceptional problem-solving, organizational, and customer service skills
- Multi-task capable and excellent leadership ability
- People's Choice Award – 2004 (training and promotion of highest number of managers in the region)
- Extra Mile Award – 2004 (driving A-Plus training and operations)
- 2005 Scholarship Award

## EXPERIENCE

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### **New Franchisee Services Consultant**

Perth, Industries

July 2007-Present

- Ensures that the annual business plans established are appropriate for each owner group or supervisory group
- Responsible for the operations and development of a 2.5 Billion Dollar ADA
- Analyzes franchisee sales trends by market and by drive-in to identify those drive-ins and markets that may require additional assistance. Meets with multi-unit franchisees to identify and prioritize their needs and objectives and develop and monitor plans to address opportunities
- Assists franchisee with new drive-in openings. Assists Franchisees in the planning and coordinating of training programs for management and crew and secures all training materials and tools are readily available. The level of assistance should be commensurate with the franchisee's experience and capabilities and the assistance provided by the New Store Opening specialist.
- Coordinates franchisees' business goals and objectives with Field Marketing Team in order to promote and implement the appropriate marketing programs (i.e. suggestive selling, call-ins, or LSM)
- Protects the operating and financial interest of the franchisee and the Sonic brand by ensuring compliance with Sonic license agreements
- Installs measurement systems to monitor franchisee progress toward goals