Dear Human Resource Department,

My Name is Christopher McDonald and I am applying for your sales internship. I am a junior at Temple University under the International Business curriculum in the Fox School of Business. I have over three years of sales experience as an entrepreneur and an employee for a successful enterprise. My independent work ethic and interpersonal skills make me an asset for your company.

I demonstrated my independent work ethic as a sophomore in college. I went door to door around my neighborhood selling a homemade protein shake. Two weeks after the trial run I had accumulated 13 sales with revenue of approximately $130. As word got around my product grew in popularity and seven weeks from my start up I had 80% of my complex of 65 units placing orders with revenue at approximately $1200. I expanded my operations to match the growing demand and ended the summer with a lucrative business. I will carry this autonomous discipline to PepsiCo.

A year later, as a junior at Temple University I spent my summer honing my interpersonal skills while working for Vector Marketing. I Made house calls to everyone I knew, setting up home visits to sell them our knives. At Vector I learned the art of the cold call. My strategy was to set up an appointment, rather than to sell on the spot. A short and concise conversation where I established credibility garnered me a high success rate. I will bring my ability to work with people to your company.

Years of communicating a product to an audience have given me the fundamentals to succeed with your company. If you have any further questions contact me by phone at 610.304.0797 or by email at [mcdonald.chris@temple.edu](mailto:mcdonald.chris@temple.edu).

Thank you,

Christopher McDonald