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.

Thank you,

Christopher McDonald