

SPORTS BUSINESS RESUMES

for Undergraduate Business Students

SAINT LOUIS UNIVERSITY

John Cook School *of* Business

Career Resources Center

Creating a “Results” Resume

A resume is a written summary that highlights your education, experience, skills, and other relevant information. The primary purpose of the resume is to get you an interview. Employers often scan resumes very quickly. Therefore, it is imperative that your resume looks professional and dynamic.

Your Name

Street Address | City, State Zip | Phone Number | E-Mail Address

Objective:

An objective can include job title, industry, and competencies or skills you would like to use in your position.

Education:

Saint Louis University – John Cook School of Business, St. Louis, MO
Bachelor of Science in Business Administration, Graduation Month and Year
Concentration (Certificates, Minors or Supporting Area, if applicable)
Include GPA if it is over 3.0/4.0

Relevant Experience:

Internship Title, Dates when you worked

Name of Company, City, State

- Use phrases, starting each phrase with an action verb to grab reader’s attention.
- Explain job duties including skills used and accomplishments.

Employment History:

Job Title, Dates when you worked

Company Name, City, State

- Describe job duties and accomplishments.
- List all experience in reverse chronological order, starting with most recent.

Additional Headings:

- On-campus Activities
- Leadership Experience
- Study Abroad
- Relevant Coursework
- Language Skills
- Honors / Awards
- Community Service / Volunteer Experience
- Computer Skills

General Tips:

- Keep in mind that an employer will typically scan a resume for 1 minute or less.
- Be honest throughout your resume—never lie.
- Do not use a resume template or table to create your resume.
- Type the resume in Arial or Times New Roman in 11 or 12-point size for text
- Limit your resume to one page for traditional students
- Use indentations, capital letters, bolding, and bullets to effectively enhance important information
- Tailor resumes to specific positions or employers
- Never include references or the statement “References Available Upon Request”
- Never include personal information such as age, hobbies, interests, marital status
- Generally include a cover letter with your resume
- Proofread! Let several people (including Career Services staff) critique your resume

Action Verb List

Leadership Skills	Communication Skills	Technical Skills	Admin Skills	Creative Skills	Financial Skills	Service Skills
Administered	Addressed	Analyzed	Approved	Acted	Accounted	Collaborated
Analyzed	Advised	Adjusted	Arranged	Composed	Administered	Contracted
Anticipated	Arbitrated	Aligned	Catalogued	Conceived	Allocated	Coordinated
Assessed	Arranged	Calculated	Classified	Conceptualized	Analyzed	Counseled
Assigned	Assembled	Catalogued	Collected	Created	Appraised	Corrected
Attained	Authored	Compiled	Compiled	Designed	Audited	Demonstrated
Chaired	Bargained	Computed	Corresponded	Developed	Balanced	Encouraged
Contracted	Clarified	Critiqued	Dispatched	Directed	Budgeted	Evaluated
Consolidated	Collaborated	Created	Executed	Established	Calculated	Facilitated
Coordinated	Connected	Detailed	Generated	Fashioned	Comparing	Guided
Conducted	Contributed	Drafted	Implemented	Founded	Compiling	Integrated
Delegated	Coordinated	Designed	Inspected	Illustrated	Computed	Led
Developed	Corresponded	Devised	Monitored	Integrated	Correlated	Listened
Directed	Defined	Diagnosed	Operated	Introduced	Equated	Purchased
Empowered	Developed	Engineered	Organized	Invented	Examined	Repaired
Enabled	Directed	Evaluated	Prepared	Originated	Forecasted	Public Relations
Executed	Drafted	Examined	Processed	Performed	Formulated	
Hired	Edited	Extracted	Purchased	Planned	Leveraged	Collaborated
Improved	Explained	Formulated	Recorded	Revitalized	Managed	Communicated
Increased	Influenced	Financed	Retrieved	Shaped	Maximized	Conducted
Initiated	Integrated	Identified	Specified	Translated	Planned	Consulted
Measured	Interviewed	Maintained	Validated	Projected	Processed	Convinced
Modeled	Lectured	Measured	Recorded	Recognized	Selling Skills	Created
Negotiated	Listened	Operated	Reduced	Reconciled		Demonstrated
Overhauled	Mediated	Organized	Reported		Advised	Endorsed
Oversaw	Moderated	Programmed	Verified		Asked	Entertained
Planned	Motivated	Refined	Collaborated		Calculated	Hosted
Prioritized	Negotiated	Repaired	Collated		Closed	Informed
Produced	Organized	Reviewed	Computed		Communicated	Interviewed
Recommended	Persuaded	Restructured	Developed		Compared	Performed
Regulated	Promoted	Revised	Evaluated		Contacted	Planned
Reinforced	Publicized	Solved	Examined		Contracted	Promoted
Restructured	Presented	Summarized	Followed		Convinced	Recruited
Reviewed	Proposed		Improved		Differentiated	Represented
Scheduled	Read		Recommended		Influenced	Researched
Strengthened	Reconciled		Sorted		Informed	Taught
Supervised	Translated		Systemized		Inspected	
Verified	Updated		Wrote		Planned	

Firstname Lastname

Permanent Address:

Street Address
City, State Zip
Cell Phone

School Address:

Street Address
City, State Zip
E-Mail

SUMMARY

- Fast learner with an exceptionally strong work ethic.
- Funny, outgoing and capable of working with almost anyone.
- Proven ability to manage and organize large amounts of information.
- Consistently given increased responsibility.
- Eager to learn everything about the sports business field from the bottom to the top.

EDUCATION

Saint Louis University – John Cook School of Business, St. Louis, MO

Bachelor of Science in Business Administration, May 2014

Concentration in Sports Business and Marketing

Service Leadership Program (300 service hours, 24 leadership workshops, 15 credit hours)

Business GPA: 3.35 / 4.00

PROFESSIONAL EXPERIENCE

Operations Intern, Summer 2013

Gateway Grizzlies, Sauget, IL

- Learned all aspects of managing a minor league baseball facility including promotions, group sales and ticketing. Exceeded personal sales goals by 10%.
- Assisted in inventory controls and purchasing to ensure that the facility is adequately stocked for all events.
- Served as the primary liaison between group sales department and catering department.

Intern, 2012-2013

Saint Louis University Athletics Department, St. Louis, MO

- Assisted with gift processing and updated all donor and season ticket holder accounts.
- Served as a member of the Billiken Street Team to promote Billiken athletics.
- Attended University sports events and organized game-day promotions.

ACTIVITIES / HONORS

Sports Business Association, 2012-Present

American Marketing Association, 2011-Present

Club Soccer, 2010-Present

Intramural Sports, 2010-Present

Jesuit Transfer Scholarship

VOLUNTEER EXPERIENCE

Campus Kitchen, 2010-Present

Third Baptist Church, 2011-2012

John Cook School of Business Service Day, 2011, 2012

Make A Difference Day, 2010, 2011

Firstname Lastname

Street Address // City, State Zip // Cell Phone // Email

Objective

To obtain an internship in the sports business field to build on previous work experience and classroom learning

Education

Saint Louis University – John Cook School of Business

St. Louis, MO

Bachelor of Science in Business Administration

May 2014

Concentration in Sports Business, Minor in Economics

GPA: 3.19 / 4.00

Internship Experience

Intern

Spring 2014

Sportsimpacts

St. Louis, MO

- Collaborated on a market research study to review current strategy and gain an understanding of basketball fan demographics and behavior.
- Assisted with an economic assessment to evaluate public funding of a National Football League stadium.

Additional Work History

Referee

2010 – Present

St. Louis Youth Soccer League

St. Louis, MO

- Refereed 6 games weekly while monitoring and enforcing league rules and regulations.
- Modeled appropriate behavior, monitored strict adherence and enforced sport and spectator rules.
- Established and maintained a respectful and courteous working relationship with all participants, volunteers, staff.

Instructor

Summer 2012

Saint Louis University Soccer Camp

St. Louis, MO

- Built and developed relationships with over 100 campers weekly.
- Facilitated skill development by working with campers in groups and one-on-one.

Activities / Leadership Experience

Sports Business Association

2012 – Present

Club Soccer Team

2010 – Present

- President, 2013-2014

Special Needs Soccer Association (SPENSA)

2010 – Present

Special Olympics Volunteer

2010 – Present

Honors / Awards

University Scholarship (Merit-based)

Dean's List (one semester)