



To Whom It May Concern,

I, Alec Wawrzyniak, am writing to provide a better understanding of how working as a Sales and Marketing Intern at Shumaker Technology Group from September 2022 to May 2023 was a great experience. During this time, I was able to learn many different skills that I will carry on into my professional career for the rest of my life.

During my internship, I had the opportunity to develop sales strategies and marketing materials to promote the company's services. I also attended vendor events where I had the chance to network with potential clients and industry professionals. Attending vendor events was an incredibly valuable experience for me. It allowed me to interact with potential clients face-to-face and build relationships with them. It was also an opportunity to learn about the latest trends and developments in the industry and to gain insights from other professionals in the field. At these events, I was able to generate leads and support our sales efforts by effectively communicating the company's value proposition to potential clients. I was able to showcase our company's services and products, answer any questions they had, and ultimately persuade them to consider doing business with us.

In addition to building relationships with clients, attending vendor events also allowed me to build relationships with other industry professionals. I was able to connect with other marketers and sales professionals, which allowed me to learn about their strategies and approaches to the industry. Overall, attending vendor events was a beneficial experience for me as a Sales and Marketing Intern. It allowed me to gain valuable experience and insights into the industry and to make important connections with potential clients and industry professionals. I believe that these experiences have helped to shape me into a stronger sales and marketing professional and would be a valuable asset to any organization.

Another big responsibility I had was cold calling, emailing, and setting up meetings with potential leads. This was a challenging but rewarding experience, as it allowed me to hone my communication and persuasion skills. Through these efforts, I was able to generate leads and ultimately bring in new business for the company. It was also an opportunity for me to gain experience in managing a sales pipeline, prioritizing leads, and following up with potential clients. This experience helped me to develop a strong work ethic, a positive attitude, and a willingness to take initiative and go the extra mile to achieve results.



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I also appreciated the team environment and great atmosphere within the company. The team was welcoming and supportive, and I felt that my contributions were valued. My colleagues were always willing to help me when I had questions or needed guidance. The atmosphere was also supportive to learning and personal development. I was encouraged to take on new challenges and to learn new skills, which helped me to grow both personally and professionally. Overall, the positive and supportive team environment made for an enjoyable and productive internship experience.

Sincerely,

Alec Wawrzyniak

Website Development  
Mobile App Development

Document Management  
Marketing and Graphic Design

