



The Shumaker Technology Group

WHAT TO EXPECT AT THE SHUMAKER GROUP

For almost a year now I have been gaining real world, applicable, and quantifiable experiences at the Shumaker Technology Group and it has been a strong foundation to my business knowledge. I have been given the privilege to do sales, marketing, and many other tasks that you encounter in a full-time after graduation job. A lot of the credit for making this such a great experience needs to be given to Kyle Shumaker, President of the Shumaker Technology Group. He gives you the resources you need to be successful but he knows that you have the skills to execute the projects and he allows you the freedom to do so. With the smaller company atmosphere you have full access to Kyle at any point and can make executive decisions in minutes or in some cases instantly on your own. This level of independence and responsibility is hard to find in another part-time job.

The Shumaker Technology Group does a great job of taking care of its employees and I've felt at home here since my first interview. Not only is Kyle fair but he also invests in your career by giving you the opportunity and encouraging you to do trainings on products, attend conferences, and other work related events. The skills I've been able to apply here are how to appropriately handle the sales process, presenting at nationally recognized conferences, running meetings with clients, setting up and performing demos for potential clients, and most importantly how to effectively work with people in different departments who have varying personalities. One of the biggest advantages of working at STG for me is how applicable everything is. I will use the tools and knowledge that I've learned here for the rest of my life and in whatever career my future has in store for me.

The products and services that STG offer are high tech and require some understanding. Since it is in the technology industry there are many detailed products that I had no idea how they worked. The Shumaker Technology Group does a great job of training you to the point where you're comfortable with the products and services we offer. You will learn a lot about a growing industry and it makes for fun dinner table conversation as well. You don't need to be a computer expert to work at STG, I'm by no means a tech guy but I can now get by on the knowledge I've picked up by working here. Overall this experience has been life changing and I believe it has helped point me in a direction to be successful in whatever business endeavors I may face in the future. I would highly recommend the Shumaker Technology Group to anyone who is interested in a career in sales or marketing and I hope your experience will be as impactful as mine.

If there's any way I could help make your decision about working with the Shumaker Technology Group easier feel free to shoot me an email at Brock@shumakergroup.com.

Best,

Brock Carroll
Director of Sales (March 2012-Present)

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