



The Shumaker Technology Group

## What it's like to work at STG

I had the pleasure of working at STG as an intern as I finished my degree at Michigan State and also as a full time staff member. I think the best part about both of those titles is that I couldn't tell one experience apart from the other. As an intern I was treated with just as much respect and compassion as I did when I became a full time staff member at STG. When I first started as an intern I wasn't sure what to expect but after my first few weeks I knew this wasn't like any other internship. After my first week I was already making calls to prospective clients and doing real work that directly impacted the business.

STG offers real world experience and a first-hand look into the world of business, sales, and technology. I learned several sales and marketing techniques that helped me reach out to current and prospective clients and was able to create new techniques that members of the STG team still use today. I was able to attend several networking events and tradeshow during my time at STG which offered a great opportunity for real world experience. I was able to interact with other business owners and potential clients at these events and it taught me a lot about how to sell yourself in order to promote your product or service. I learned how to interact with clients face to face and how to ask the right questions to get them to think more about what STG could do for them which really helped improve my skills as a sales representative. Some of the tradeshow and networking events did require long hours that stretched beyond your typical 9 to 5 shift and could be very exhausting at times but overall I thought getting those types of experiences were well worth it.

I learned a lot about self-motivation as well. Since STG is a smaller organization your superiors don't always have time to sit down with you and talk about tasks or projects that you're working on. This was the first position I've ever had that didn't have a set schedule of what I am doing every hour of everyday so it was a challenge for me at first to realize that and become self-motivated. It takes a lot of discipline to be a part of the STG team so before you decide to start this journey make sure you are ready to become fully responsible for yourself and motivated enough to work hard every day without being told to do so. One project that I enjoyed the most was being able to create a training guide for new marketing and sales interns. I worked with other members of the STG team to create a step by step training guide to help new interns learn more about their position and the role that they will play within the company. As time goes on I hope that we improve our training techniques in order for new employees to have an even more extensive knowledge and skills of what it takes to be a part of this team.

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Before STG I did not have a lot of experience in the Tech Industry but Kyle Shumaker and the rest of his staff really helped me learn all of the aspects of the services STG provides. I was thoroughly trained in areas such as Web Development and Document Management and this really helped me as I was reaching out to clients and explaining to them all of our services and what we could do for them. I accepted a position here to learn more about marketing and sales but ended up with even a larger knowledge base of the Tech industry then I could have ever imagined. Technology is always changing which means there will always be a need for it so having experience in this industry will be beneficial for you no matter what stage of your professional career you are at.

Overall being a part of STG was a great experience for me and for anyone considering working in the fast paced world of Technical Sales then STG is the perfect place for you to jump start your career.

Sincerely,

*Dalton Thurlow*

Sales & Marketing Representative

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