



Shumaker Technology Group

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To Whom It May Concern,

When I first applied to the Shumaker Technology Group (STG), I didn't know what to expect, I am an Advertising Management student and had never considered myself to be a Salesman. I worked as a sales/marketing intern from May 2021 to August 2021, right on my first day I was going down to Grand Rapids for a trade show and instantly I was talking to clients and getting real world experience. I am writing this letter in my last few days with the company and looking back at all the work I have done; I can confidently say that I have never spent more than 1 hour total this summer doing stereotypical intern work.

One thing that I liked about working for STG was the amount of responsibility I was given. Kyle trusted me to speak to current and potential clients and allowed me to make such calls alone. I was never once referred to any clients as an intern, instead I was known as the "Sales Leader" which allowed clients to be more open to me and allowed me to be more successful. Working this summer for STG has really helped given me perspective of what it's like to work in the world and has improved my time management, I would have clients with weird hours and would have to prioritize my projects to ensure that all my clients would be able to have meetings with me.

I am beyond thankful for the opportunities that STG has given me, and I have never regretted my decision to accept the job offer that Kyle handed me. As I am writing this on my last few days at STG, I can confidently look back and know that I spent my summer working with great people and got more experience compared to other internships that I was also considering. I hope that this letter has helped given you a peek into what working for STG is like, and how you can benefit from it!

Sincerely,

Justin Ferraro

Website Development
Mobile App Development

Document Management
Marketing and Graphic Design

