

# Justin Smithson

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## Objective

Concrete Industry Management candidate with proven experience in ready-mixed operations, admixtures, and proficiency in materials testing seeks career in sales and marketing.

## Education

Bachelor of Science in Concrete Industry Management December  
2008  
Middle Tennessee State University Murfreesboro,  
TN

Concentration: Production, Sales, and Service  
Minor: Business Administration

### Specialized Coursework

Concrete Properties & Testing  
Concrete Problems: Diagnosis,  
Prevention, and Dispute Resolution  
Formwork Design and CPU Drafting

Management of Concrete Products:  
Ordering and Delivery  
Chemistry  
Legal Environment of Business

**ACI Certified Field Testing Technician**

**ACI Certified Flatwork Technician**

## Experience

Sales Intern June 2008-August  
2008

**BASF (The Chemical Company)** Fort Wayne,  
IN

- Conduced concrete admixture sales and service
- Collaborated with colleagues and clients for appropriate trial mixes
- Established excellent customer service while building and maintaining client relationships

Ready-Mix Operations Intern June 2007-August  
2007

**Oldcastle Materials Group** Albany,  
NY

- Implemented sales, plant management, quality control, and dispatch
- Collected vital information for comparisons in plant acquisition project

Consultative Sales February 2006-February  
2007

**Sears Roebuck Co.**

Murfreesboro,

TN

- Retail commission sales in Lawn & Garden, Sporting Goods, and Hardware
- Reconciled department cash registers
- Awarded sale employee of the month (October 2006)

Quality Assurance/ Assembly Technician  
2006

May 2003-January

**Nissan Motor Manufacturing**

Smyrna,

TN

- Adhered to safety first program and MSDS guidelines
- Fabricated chassis truck accessories and parts
- Performed quality assurance inspections and computer automated specifications