

## SAMPLE RESUMES, COVER LETTERS, AND POSITION DESCRIPTIONS

A resume and cover letter should always work together as a team to respond to the **specific** skills and qualifications sought in the position description.

For this reason, each sample resume-cover letter pair that follows is preceded by the corresponding job or internship description.

We suggest you:

- Review the descriptions and identify the keywords and field-specific terms in each.
- Notice how each cover letter cites **specific** examples from the partner resume that show where the match is between the applicant and the position, focusing on results and accomplishments.
- Consider how the information on each resume, the categories chosen, and the language style used respond to the **specific** wording of the companion description.

Feel free to get help from the Lazarus Center as often as you like with your resume, cover letters, or any aspect of your search.

## Harlem RBI REAL Kids Summer Program Internship

Harlem RBI (Reviving Baseball in Inner Cities) seeks dynamic, motivated individuals to serve as interns in an innovative program for 9-12 year-old youth in East Harlem, New York City. Our REAL Kids (Reading and Enrichment Academy for Learning) program provides youth with a full day of educational, enrichment, and baseball activities designed to foster a positive and supportive learning environment.

Interns work directly with inner city youth and work independently to create and initiate new activities. Tasks can include:

- Serving as an assistant teacher in an innovative, literacy-based enrichment program
- Coaching and organizing baseball and softball teams for 9-12 year olds
- Collaborating with a co-coach and head teacher to design and document lesson plans and practice sessions
- Leading recreational activities and off-site enrichment field trips

Ideal candidates:

- Have experience working with children
- Are interested in and motivated to work with inner city youth
- Have the ability to take initiative and maintain flexibility
- Enjoy working independently as well as collaborating with others in a team environment
- Have a desire to do good and do it well
- NOTE: Knowledge of baseball/softball is helpful but not required

Mission Statement:

Harlem RBI is a private, non-profit organization located in East Harlem, New York. Its mission is to use baseball, softball, and the power of teams to provide inner city youth with opportunities to play, to learn, and to grow, inspiring them to recognize their potential and realize their dreams.

Interested applicants should send a resume and cover letter addressing why the applicant is interested in working with Harlem RBI, as well as the skills and prior experiences that the applicant will contribute to a successful summer program. Mail to:

REAL Kids/Harlem RBI  
333 East 100<sup>th</sup> Street  
New York, NY 10029  
NO PHONE CALLS PLEASE.

For more information, visit us at [www.harlemrbi.org](http://www.harlemrbi.org).

# EMILIA RENZI

erenzi@smith.edu

Campus Address: Box 0000, 1 Chapin Way, Northampton, MA 01063 (413) 585-1234  
Permanent Address: 3478 Mango Ridge Road, Ocala, FL 34471

December 8, 2013

Cat Goddard  
Assistant Director  
REAL Kids/Harlem RBI  
333 East 100<sup>th</sup> Street  
New York, NY 10029

Dear Ms. Goddard:

I am a first year student at Smith College pleased to submit my application for a teacher/coach position with the 2014 REAL Kids/Harlem RBI summer program which I saw in our Career Development Office internship database. With strong interests in youth development and team sports, I am drawn to this position as an opportunity to make a positive difference in the lives of inner city youth.

I have extensive experience working with children in athletic and arts settings. As Assistant Coach of the Marion County Youth Softball League, I designed non-competitive beginner practices that motivated each player to strive for her personal best. As the girls' skill level, self-esteem, and teamwork grew, several reported having greater success in school. Previously, as Arts Leader for Fine Arts for Kids in Miami, I taught arts and crafts to Hispanic youth and initiated cost-free activities that enriched their appreciation of art. As public schools are increasingly cutting funding for arts and sports programs, I am eager to help close the gap for these children however I can.

As a teacher/coach with REAL Kids/Harlem RBI I hope to share with my students the important lessons about teamwork, leadership, and motivation I've learned from softball. I owe my academic success in large part to the committed coaches I had since joining my first softball team at age six. I am excited by the prospect of inspiring your students to play, learn, and grow this summer.

I am available at your convenience for an in-person or phone interview, and I look forward to hearing from you soon.

Sincerely,

Emilia Renzi

# EMILIA RENZI

erenzi@smith.edu

Campus Address: Box 0000, 1 Chapin Way, Northampton, MA 01063 (413) 585-1234  
Permanent Address: 3478 Mango Ridge Road, Ocala, FL 34471

## EDUCATION

**Smith College**, Northampton, MA

B.A. degree expected May 2017 Intended Major: Sociology

**Vanguard High School**, Ocala, FL

Graduated June 2013

Honors: National Honor Society (inducted as junior); Honor Roll (all 4 years)

**Computer Skills:** MS Word, Excel, PowerPoint

**Languages:** Fluent Spanish

## RELATED EXPERIENCE AND COMMUNITY SERVICE

**Assistant Coach**, Marion County Youth Softball League, Ocala, FL (Summers 2012 and 2013)

Helped plan and lead practice sessions to develop beginning level softball skills for 12 girls ages 10 and under twice weekly. Designed sessions with focus on players' self-esteem, motivation, and teamwork skills that resulted in improved academic performance.

**Member**, Anchor Service Club, Vanguard High School, Ocala, FL (2009-2013)

Participated in community volunteer projects. Supported and sponsored 2-3 families during holiday time. Assisted at several town events. Wrapped holiday presents at mall. Projects received awards from National Association of Anchor Service Clubs.

**President**, Spanish Club, Vanguard High School, Ocala, FL (2011-2012)

Conducted meetings for 15 members. Organized activities and fundraisers including candy sale and holiday food and toy drive. Helped plan and implement school-wide Mardi Gras attended by 250 students. Collaborated with faculty advisor. Active member for 2 years before election as President.

**Arts Leader**, Fine Arts for Kids, Miami, FL (2010-2011)

Led arts and crafts activities and cost-free field trips for 10 children ages 6-9. Designed projects using items from local recycling center. Maintained and replenished art materials and kept area clean and safe. Discussed children's progress with parents or guardians at drop-off and pick-up times.

**Other Activities:** Fastpitch Varsity Team; Shocker Park All-Star Travel Softball Team; Slowpitch Varsity Team; JV Soccer Team; Symphony Under the Stars Volunteer.

## ADDITIONAL EXPERIENCE

**Waitress**, Friendly's Restaurant, Ocala, FL (Summers 2011-2013)

Provided attentive customer service during hectic 3-hour lunch and dinner shifts. Covered 5-6 tables totaling 20+ customers. Coordinated birthday parties for 10-15 children ages 6-12. Served as dining room hostess while handling busy ice cream walk-up window. Praised by manager for skillful handling of challenging customers.

## **The Philadelphia Orchestra Marketing Internship**

The Marketing Intern will assist in organizing communications about The Philadelphia Orchestra summer Neighborhood Concerts. The Marketing Intern will help to organize and maintain communication between The Philadelphia Orchestra, members of Campus Classics, and colleges and universities. The Marketing Intern will oversee distribution of Orchestra materials as well as participate in the analysis of campaigns and surveys. The Marketing Intern will also provide concert support when assigned and administrative support to the Marketing Department.

### **Essential Functions:**

- Maintain marketing materials, advertising schedule, and web activity for Campus Classics, The Philadelphia Orchestra's program for college students; maintain communication between the Orchestra, members of Campus Classics, and colleges and universities.
- Participate in the analysis of single ticket campaigns, subscription campaigns, and patron surveys.
- Assist with daily and weekly sales analysis and budget reporting.
- Oversee distribution of The Philadelphia Orchestra materials.
- Provide concert support for The Philadelphia Orchestra concerts, as well as special event concerts and free neighborhood concerts.
- Provide administrative support to the Marketing Department including Group Sales.
- Other duties as assigned.

### **Minimum Qualifications:**

- Interest or experience in marketing and statistical analysis a plus.
- Strong communication skills.
- Strong writing skills.
- Proficient in Microsoft Office.
- Project management skills.

This is a full time (35-40 hours per week) internship. Some evening and weekend work required.

# Elizabeth M. Page

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Box 1111 | 1 Chapin Way | Northampton, MA 01063 | 413.555.1212 | epage@smith.edu

January 16, 2014

John Smith  
The Philadelphia Orchestra Association  
260 South Broad Street, 16<sup>th</sup> Floor  
Philadelphia, PA 19102

Dear Mr. Smith:

I am a Smith College junior writing to apply for the summer Marketing Intern position at The Philadelphia Orchestra Association. I would be excited to bring my experience in marketing, background in music performance, and love of symphonic music to this opportunity.

As Marketing and Public Relations Manager for the Smith College a cappella group the Smiffenpoofs, my marketing efforts and knowledge of the college-age audience achieved a 10% increase in concert ticket and CD sales last year. By taking courses in research and statistics I have further built strengths in data collection and analysis.

I first experienced the power of live performance while attending The Philadelphia Orchestra's summer series at the Saratoga Performing Arts Center in upstate New York where I grew up. Wolfgang Sawallisch's famed all-Wagner concerts and interpretations of the Bruckner symphonies instilled in me a passion for music that continues to this day. The Marketing Intern position interests me as an opportunity to contribute my marketing savvy and love of live symphony while learning about the business side of the arts.

I welcome the opportunity to talk with you about my interest in The Philadelphia Orchestra Association. I am available for a phone interview or I can meet in Philadelphia during my spring break, March 17-21. I will follow up next week to see if we can arrange a convenient time to speak.

Sincerely,

Elizabeth M. Page

# Elizabeth M. Page

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Box 1111 | 1 Chapin Way | Northampton, MA 01063 | 413.555.1212 | epage@smith.edu

## EDUCATION

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### Smith College, Northampton, MA

BA, Psychology (Expected May 2015)

Related Coursework: Research Design and Analysis; Statistical Methods for Undergraduate Research; Seminar in Latino/a Identity; Social Psychology

## RELATED EXPERIENCE

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### The Smiffenpoofs, Smith College

*Marketing and Public Relations Manager*

**Northampton, MA**

*2013 - Present*

- Oversee all marketing, public relations, and media outreach for oldest female collegiate a cappella singing group in the nation
- Delivered 10% increase from previous year in concert ticket and CD sales through new marketing efforts
- Write and distribute marketing materials, press kits, and press releases; serve as liaison to press contracts and reporters
- Coordinate radio appearances for the group at college radio stations
- Secure in-kind donations for events and CD release parties
- Work closely with treasurer to track and analyze ticket and CD sales from concerts and performances
- Create brochures, flyers, and e-postcards to promote upcoming events and concerts and the Smiffenpoofs; use Adobe Illustrator to create collateral materials

## ADDITIONAL EXPERIENCE

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### Smith College Office of Advancement

*Phonathon Caller*

**Northampton, MA**

*June 2012*

- Cold-called alumnae and parents to update them on current events at Smith and to encourage them to financially support the college and upcoming initiatives

### The Scoop

*Server*

**Beverly, MA**

*Summer 2011*

- Maintained high level of customer service in high-traffic beach front ice cream store; served 75+ customers hourly
- Handled cash transactions and oversaw daily bank deposits
- Cleaned and closed store nightly; communicated with store manager regarding supplies and machine maintenance

## SKILLS

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Macintosh and PC fluency; proficient in Microsoft Word, Excel, and Publisher; Adobe PhotoShop and Illustrator; knowledge of Internet research and LexisNexis

## **Analyst, Barclays Capital Investment Banking and Debt Capital Markets**

Our Analysts fulfill a multitude of roles across the business. To become an Analyst at Barclays Capital you need at least an outstanding undergraduate degree. Work experience gained through internships can also be an advantage. Applicants need to be highly intelligent and numerate, with strong communication skills. Fluency in more than one language is an asset and the ability to work as part of a team is essential.

The Investment Banking and Debt Capital Markets area exists to provide effective global 'multi-product' solutions for clients seeking to raise capital or manage their risk exposure. As a result, Analysts within the team work in close contact with our client groups which are structured by geography and sector. Extensive research, internal briefings, and presentations are involved in the search for a client solution. Once these solutions are approved, models are built that provide the client with accurate projections. This role involves creative thinking, maintaining relationships, and providing the full range of the firm's services to the client – government agencies or corporate clients looking to raise capital.

Generating new business is an important part of the role. It demands an understanding of complex products and their pricing, as well as looking at issues from different angles and creating alternative ideas. Looking at the bigger picture in terms of client needs and wider market issues is also important. As such, you may spend your time developing ideas and solutions to pitch to clients. Following that, you may work on live deals involving products such as bonds, equity and credit derivatives, securitization, loans, foreign exchange, interest rates, and commodities.

Fundamental analysis and research into companies and markets is the starting point in Investment Banking and Debt Capital Markets. This offers an opportunity to work with teams across the firm, delivering more integrated solutions for our clients and across all areas of financing and risk management services. As relationship management skills develop you will be given more responsibility for client relationships.

### **Training**

From the moment you accept a job at Barclays Capital, you are offered the opportunity to participate in the pre-employment Global Campus Training Program. This is web-based training that focuses on product education. It is designed to give you a fundamental knowledge of products prior to joining the Graduate Program including an excellent understanding of the financial markets in which we operate, as well as the products, instruments, and services offered by Barclays Capital. This creates a strong platform on which to build more in-depth specialist expertise relevant to your chosen area. Upon joining the firm you will participate in the Graduate Training program at our London headquarters. The Graduate Program takes learning one step further, incorporating practical applications through a variety of case studies, workshops, and presentations. Once you return to the US, you will participate in many programs including product knowledge sessions, online tutorials, and our mentor program.

### **Qualifications**

- Strong-to-superior verbal, quantitative, and analytical skills
- Resourcefulness, team orientation, enthusiasm, and an entrepreneurial spirit
- Proven leadership qualities, a strong work commitment, and high ethical standards
- Minimum GPA of 3.2
- Knowledge of another language desired

For additional information or to apply for an opportunity, please visit [www.barclayscapital.com/campusrecruitment](http://www.barclayscapital.com/campusrecruitment).

**MARGOT A. PERLMAN**

Box 0000, 1 Chapin Way, Northampton, MA 01063 413.585.1111 [margot.a.perlman@gmail.com](mailto:margot.a.perlman@gmail.com)

September 29, 2013

Jane Doe  
Hiring Manager  
Barclays Capital  
Investment Banking Division  
200 Park Avenue  
New York, NY 10166

Dear Ms. Doe:

I am a senior economics major at Smith College very interested in the investment banking analyst program at Barclays Capital. At the September 27th information session at Amherst College I was struck by first-year analyst Gregg Casale's description of Barclays as a global team that prides itself on its ability to do things differently while delivering exceptional financial solutions for clients. With my finance experience, teamwork, and problem-solving skills, I believe I am well-paired to the analyst program and to Barclays Capital's culture.

As a summer analyst at Morgan Stanley last year, I prepared pitch books and analyses for client presentations and built financial models for leveraged buyouts and credit reviews. Through participating in deal calls as part of the Financial Institutions Group team, I gained an understanding of how client needs are best met under the pressure of time. Currently as treasurer of Smith's Student Government Association, I administer financial transactions for 120+ student organizations and oversee a \$500,000 budget, responsibilities which draw on my attention to detail and ability to balance multiple priorities.

I'm attracted to the firm's practice of bringing together a flat hierarchy of diverse team members, each with the opportunity to make a difference through creative problem solving, as this is how I've discovered I work best. Barclays Capital's commitment to service projects such as mentoring at-risk students and serving food in local shelters appeals to me to given my volunteer experience with our local Big Sisters program. The firm's client-centered philosophy and global market position combined with the opportunity to contribute to the community make Barclays Capital an exciting place to build my career.

I welcome the opportunity to talk with you about my qualifications, experience, and interest in the analyst program at Barclays Capital. Thank you for your time and consideration. I look forward to hearing from you.

Sincerely,

Margot A. Perlman

# MARGOT A. PERLMAN

Box 0000, 1 Chapin Way, Northampton, MA 01063 413.585.1111 [margot.a.perlman@gmail.com](mailto:margot.a.perlman@gmail.com)

## **EDUCATION**

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### **SMITH COLLEGE, Northampton, MA**

- Major: Economics
- Candidate for Bachelor of Arts in May 2014
- Cumulative GPA: 3.7; SAT: 2200
- Relevant Coursework: Econometrics, Statistics, Money and Banking, Financial Accounting, International Finance, Game Theory, International Trade and Commercial Policies

### **UNIVERSITÉ DE GENÈVE, Geneva, Switzerland; Smith College Junior Year Abroad Program, 2011-2012**

- GPA: 3.8
- Relevant Coursework: International Money and Finance, Political Economy of International Finance

## **EXPERIENCE**

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### **MORGAN STANLEY, New York, NY**

Summer 2013

#### ***Investment Banking Intern***

- Helped prepare pitch books for client presentations, including shareholder information, earnings vs. expectations charts, and indexed stock pricing graphs as member of Financial Institutions Group team; participated in deal calls
- Built financial models for leveraged buyouts and credit review
- Researched potential investors, buyers, and acquisition targets
- Used Bloomberg to prepare graphs on daily market performance and earnings estimates

### **NEW YORK CITY ECONOMIC DEVELOPMENT CORPORATION, New York, NY**

Summer 2012

#### ***Internal Audit Intern***

- Reviewed and analyzed legal documents to synchronize fiscal information among departmental databases
- Prepared audit information to be sent to independent auditors at close of fiscal year

## **LEADERSHIP**

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### **SMITH COLLEGE STUDENT GOVERNMENT ASSOCIATION (SGA)**

2013-Present

#### ***Treasurer***

- Write SGA's budget for fiscal year; manage all accounting transactions for 120+ student organizations
- Oversee application and allocation process of three SGA Cabinet funds for student body at large; assist organizations with fiscal needs

#### ***Student Finance Committee Member***

- Allocated \$500,000 student activities budget for college's student organizations as part of 15-person team

### **BANGS COMMUNITY CENTER, Amherst, MA**

2011-2012

#### ***Big Brother/Big Sister Volunteer***

- Created and implemented programs and activities for five children in kindergarten through fifth grade

## **ADDITIONAL EXPERIENCE**

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### **CAREER DEVELOPMENT OFFICE, Smith College**

2012-Present

#### ***Student Worker/Receptionist***

- Answer multi-line phone system and greet clients in high-traffic student services office; schedule appointments for six-person advising staff and complete special projects

## **SKILLS and INTERESTS**

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Excel, Bloomberg, Mathematica, SPSS  
Fluent French and German  
Enjoy golf, tennis, and fusion cooking

## **Communications Assistant, the CAIA Association**

The CAIA Association is a global non-profit in the area of professional credentialing for finance practitioners.

### **Location:**

Amherst, Massachusetts

### **Position Overview:**

This position will support the strategic objective of promoting the organization and providing a high quality of service for its membership by implementing and executing communications programs and development activities. These activities shall include, but not be limited to, media partnership development, marketing management assistance, membership chapter support services, conference and event strategies, and copywriting of all types of communications.

### **Responsibilities:**

Under the direction of the Directors of Marketing, Member Services and Global Events, the Communications Assistant is responsible for:

- Creating, copywriting and updating Association newsletters and updates; Annual Report, presentations, and other communications and collateral. Drafting and oversight of collateral design.
- Copywriting and updating website content.
- Establishing and implementing corporate communications and media partnership tracking systems and managing communications calendar. Providing email and telephone support for inquiries from membership and the public
- Developing and managing event itineraries, registrations and travel arrangements; off-site collateral placement; and follow-up communications and tracking.

The ideal candidate will possess the following skills:

- Excellent written and oral communications skills
- Experience working in all Microsoft Office programs (Access optional but preferred)
- Must show initiative and have experience working in a team environment
- Must be comfortable learning new technology systems
- Basic HTML and wiki experience preferred

Competitive salary, full benefits.

Interested candidates should mail resumes to:

Search Committee: Communications Assistant  
The CAIA Association  
29 South Pleasant Street  
Amherst, MA 01002

Resumes can also be sent to [marketing@caia.org](mailto:marketing@caia.org).

# SUZAN SMITH

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742 Evergreen Terrace, Springfield, MA 01103  
(413) 387-4321 ssmith@smith.edu

Search Committee: Communications Assistant  
The CAIA Association  
29 South Pleasant Street  
Amherst, MA 01002

February 3, 2014

To the Search Committee:

I am a Smith College senior very interested in the Communications Assistant position which I heard about from Julia Jimenez who interned at CAIA last summer. With my strong communication and technology skills and background in marketing, I would be excited to join the CAIA team.

I have a demonstrated track record of developing effective communications and publicity strategies. For example:

- I designed publicity materials and launched a website for a two-day women's leadership conference in New England. My efforts increased event visibility and attendance by 15% from previous years.
- As an intern for Smith's Poetry Center I initiated and maintained new promotional contacts that built exposure for our upcoming events.
- At CNN last summer I gained writing and editing experience and researched, created, and updated CNN's entry on Wikipedia.

CAIA's team-oriented focus combined with the value the organization places on taking initiative greatly appeal to me. Along with my creativity I offer CAIA administrative skills gained as an office assistant in the Smith College Student Affairs Office.

I look forward to contributing my energy and initiative to support CAIA's goals of expanding promotional efforts while providing exceptional customer service. I'm available at your convenience to discuss my interest in the Communications Assistant position at CAIA, and I look forward to hearing from you.

Sincerely,

Suzan Smith

# SUZAN SMITH

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742 Evergreen Terrace, Springfield, MA 01103  
(413) 387-4321 ssmith@smith.edu

## EDUCATION

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**Smith College**, Northampton, MA  
Bachelor of Arts degree expected May 2014  
Major: The Study of Women and Gender; GPA 3.6

## COMMUNICATIONS EXPERIENCE

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**News Intern**, June - August 2013  
*CNN*, New York, NY

- Collaborated with production and reporting teams to create and update website content
- Researched, wrote, and posted company data on Wikipedia
- Contributed to story research for finance and business reports
- Researched and documented stock footage; entered information into database

**Intern**, September 2012 - May 2013  
*Poetry Center at Smith College*, Northampton, MA

- Designed, wrote, and edited publicity materials for visiting poets
- Publicized readings, researched alumnae poets and poetry centers nationwide; attended Poetry Center Committee meetings with director and other faculty members

**Assistant to Event and Volunteer Coordinator**, February - May 2012  
*Women in Business Leadership Conference*, Northampton, MA

- Planned and executed publicity campaign for 200+ colleges and media organizations throughout New England; strategies increased attendance 15% from previous years
- Created dynamic website using Dreamweaver (<http://www.smith.edu/Women/conference/>)
- Assisted in planning conference events and schedules
- Coordinated panelists' hotel and travel; managed schedule for 50 panelists and participants

## SUPPORTING EXPERIENCE

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**Board Member**, September 2011 - May 2013  
*Smith College Judicial Board*, Northampton, MA

- Evaluated and ruled upon alleged cases of ethics and code violations

**Office Assistant**, September - December 2011  
*Smith College Student Affairs Office*, Northampton, MA

- Supported office scheduling and assisted with management of staff itineraries
- Actively responded to phone and email inquiries
- Used MS Excel for office database management

## COMPUTER SKILLS

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MS Word, Excel, Access, Publisher, PowerPoint; Dreamweaver; HTML