

JAMES FARIS

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Education

JAMES MADISON UNIVERSITY – HARRISONBURG, VA

- Major: Media Arts & Design
 - Concentration: Journalism
- Cumulative GPA: 3.69 in Honors College
- Minor: General Business
- Minor: Honors Interdisciplinary Studies with an Area of Emphasis in Leadership

Professional Experience

SENIOR WRITER/COPY EDITOR | THE BREEZE | SEPTEMBER 2017 - PRESENT

- [Wrote over 130 stories](#), including feature pieces, news stories, staff reports, game recaps, and analysis articles
- Gained experience covering six sports and interviewing at press conferences, games, and practices as a lead beat reporter while also writing culture, construction, human-interest, and news stories
- Proofread and fact-checked print and online stories, ensured quality publications beginning in March 2019

EDITORIAL INTERN | C-SUITE QUARTERLY MAGAZINE | JUNE 2019 – AUGUST 2019

- Wrote, edited, researched, fact-checked, and helped produce CSQ's award-winning business magazine
- Assumed responsibilities of marketing associate, oversaw magazine distribution as a circulation manager, wrote pitches to potential clients, and conducted marketing research, which led directly to sales

FREELANCE MULTIMEDIA JOURNALIST | JANUARY 2016 - PRESENT

- Became a freelance reporter for Times Community News and covered local government and community events for local newspapers affiliated with the L.A. Times
- Started and hosted a sports talk radio show and podcast on WXJM, a local FM radio station
- Revived my high school newspaper single-handedly and created a [website](#), Facebook, and [Twitter](#)
- Received JMU's prestigious Byrd-Mims Journalism Scholarship award — awarded to one rising freshman journalism student in the School of Media Arts & Design

Skills & Abilities

SALES | SALES REPRESENTATIVE, VECTOR MARKETING

- Ranked 16th nationally out of over 50,000 sales representatives, sold over \$54,000 of Cutco product, and ranked first in sales in North America's 12th-ranked branch office in 2018
- Ranked third in the largest sales competition of the year in the Eastern region with \$24,319 in 18 days
- Cultivated clients from the point of contact to close 252 times through one-on-one appointments with an average order of \$393 and grew a network of 2,000+ clients through referrals
- Operated own direct sales business upon graduating from high school and sold over \$25,000 of Cutco product in under three months and \$3,100 in the first 10 days on the job with no prior sales experience

MANAGEMENT | ASSISTANT MANAGER, VECTOR MARKETING

- Selected early on as a team leader by management, ran team meetings in the absence of the head manager, assisted with recruitment, and scheduled interviews in the nation's 12th-ranked branch office
- Coached and oversaw the growth and development of a sales team of 15 individuals while developing business plans and establishing a positive team culture in a new office

LEADERSHIP

- Served as a First Year Orientation Guide for JMU's Orientation program, helping dozens of first-year students get acclimated to college by personally devoting time and investing energy into each person
- Took Honors leadership classes with JMU's president, associate vice president, and Honors College dean