

Statement of purpose for graduate school personal statements examples

[Business](#), [Marketing](#)



Graduate education in business is applicable in many fields and enlightens the mind to the development of various enterprises in industry, commerce, and government. My academic and professional experiences have prepared me to pursue my MBA by teaching me the values of patience, dedication, and persistence. As an undergraduate student at Boise State University I was exposed to diverse and extensive coursework, particularly excelling in management courses. Throughout my time as a student I was constantly employed in several capacities that honed skills I was developing at university through interactions with peers and professors. Prior to my studies in the United States, I grew up in Saudi Arabia. My contact with foreign cultures through travel and studies has made me sensitive to nuances in taste originating in cultural pedigree.

I have always been interested in sales and the art of negotiations. Part of selling a product is the allure of a quality item. An important part of having a quality product is having a responsive team that can manage customer expectations well. My earliest involvement with sales was at Tamimi Tents & Tensile Structures in Saudi Arabia, and the main task was providing customer service. Despite my introduction to business being in specialized shelters, I have always been passionate about cars. At Al Ghassan Motors I specialized in selling Bentley, Bugatti, and Lamborghini automobiles. In order to make the sale there were many things that needed to be controlled.

Marketing was simple as the brands spoke for themselves, however within our line of automobiles we organized the showroom in such a way as to showcase the cars that would bring us the most profit. A large part of the allure of the luxury car is the attentiveness of the business standing behind

the car. Towards this end I oversaw all the details of new car delivery, followed up with customers, and contacted prospective customers based on leads developed in previous transactions.

Upon arrival for my undergraduate studies I started to work at Starbucks as a Barista. This job developed time management and organizational skills and improved my ability to focus and concentrate on other tasks. As with the tents, and the cars, customer service is key to the product and people become very passionate with how they like their coffee in the morning. After Starbucks, I returned to my passion of automobiles and started to procure and export cars to the Middle East. However, I missed direct sales and started working at the Larry H Miller Group selling Hondas where I have honed skills related to customer service, management, operations, and sales.

Graduate business education would provide me with a broader base to understand the market and develop enterprises. I will combine my track record of cultural sensitivity, direct sales, and passion for my products with the practical and theoretical knowledge I will develop in the program. Ideas that I will develop with professors and colleagues alike will enable me to streamline processes and develop excellent products for the market.