

# Mba graduate program

Business



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MBA Graduate Program Application Essay Setting aims, designing strategies and acting upon the plans lead to an ultimate success of a person. Being an ambitious yet practical person, I have always made my plans towards the best possible doorway of success, happiness and prosperity. When at the early age you get the strategy of never looking back then new doors will ultimately come to your way and your abilities will become a key of success. I did my graduation from Iowa State University in Ames IA. with BS in Mechanical Engineering. In my first position straight out of college, I went to work for Ingersoll Rand as a Sales Engineer in San Diego CA. I worked there for about 5 years. Exceeded product and service sales goals by 20% in 2008 expanded a large customer territory in multiple manufacturing industries. Managed, Trained, and Grew our reseller market which lead to 35% increase year over year revenue. Consulted manufacturing companies on energy efficiency which resulted in a 10% growth of Compressed Air Energy Auditing Business 2005 Ingersoll Rand Company San Diego, CA. Application Engineer Improved sales of complete machines, parts, service, and rentals through inside sales Assisted outside salesmen team through technical support, sales coordination and dealer development Created and Presented Sales Presentations to Customers and Equipment Dealers Originally my interest in Real Estate developed in 2008 because I started investing in Real Estates more to satisfy my interest. I bought and flipped several homes and have built up a portfolio of a few rentals. Later promoted to other sales territories in Phoenix AZ and then once again back to San Diego, selected another challenging outside engineering sales job. This job was with a company called Weber Group LC. I worked there for about one year. I left Weber Group LC to get into the Real Estate profession which I currently work in now. I was <https://assignbuster.com/mba-graduate-program/>

great in sales and Real Estate has a much higher income potential than the Engineering Field which fascinated me. After I left Weber Group LC I quickly got my Real Estate License and connected with Keller Williams Realty and never looked back. I achieved \$4. 5 Million in Homes Sales in First Full year worked with a Team of Realtors to grow other business plans such as Property Management and Rental Market Growth. I always outshined in sales and I am a social person who really enjoys the competition. These abilities taught me to encourage myself as a businessman in Real Estate. My education and work experience have provided me with an excellent introduction to business, and they have sparked my interest. Taking into consideration my foundation and my interests, graduate business school is the next logical step. At this point, I consider a WP Carey MBA Program to be necessary since I need to gain a broader understanding of Business and to sharpen my analytical skills in order to be successful. The WP Carey MBA program will help me to develop a successful business through proper planning, preparation, and execution with creativity and excellence. I would like to grow my business into more than just Residential Real Estate Sales but would also like to get into commercial sales, property management, and real estate development. Apart from advancing my career, I would also like to develop personally. I am very social and like to meet new peoples my hobbies are fitness, running, volleyball, golfing, boating, etc. Though, I spent most of my time studying, working, or dealing with business issues. I want to take advantage of the many benefits that extracurricular activities offer, and I want to be involved in the community of the school too. I am very excited about entering the WP Carey MBA program that will allow me to focus on my Business as well as provide me with the career possibilities and exposure to <https://assignbuster.com/mba-graduate-program/>

resources, such as networks and learning tools. At Arizona State, I know that my investment of time, energy, and money will be well rewarded. I now possess a strong foundation to build upon and I am ready to assume the rigors and challenges of the WP Carey's MBA program. In addition to its academic program, the WP Carey community is itself very appealing. Moreover, a commitment to small class sizes has multiple benefits. The tight-knit community allows us greater access to the professors and more interaction with fellow students. Even after graduation, you can continue to take advantage of the resources, through professional development opportunities that help you remain connected and further your career. The combination of these characteristics at the WP Carey MBA program will provide me with an excellent learning environment, and I hope to attend WP Carey for these reasons.