



The Shumaker Technology Group

To Whom It May Concern:

What to expect at the Shumaker Technology Group, where to start? I was a sales and marketing intern, or as I liked to call myself, a “Technical Sales Leader,” from September 2016 to December 2016 while completing my college degree. When I first applied at STG I didn’t know what to expect, but let me say it has been a thoroughly positive and enjoyable experience all the way through. To immediately and succinctly summarize what to expect while working at STG: the ability to do worthwhile work with tangible results, extensive work experience in the technology sector, and the ability to leave a legacy that will be preserved at the company long after the internship is over.

Two days after being hired, I made my first sales call. This company gives interns and college students the ability to do actual work that directly impacts the bottom line of the business. As an employee you are subjected firsthand to real world business dealings and are able to witness the entire sales cycle from initial contact to close, and can learn along the way. There is a caveat though: it comes with immense responsibility. If that excites you, then this may be the place for you! The internship will take you face to face with clients, discussing business dealings and running sales meetings and training sessions, as well as completing administrative tasks and projects that will remain with the business for years. No two days were the same; the environment is very fast paced and fluid which I loved. As an intern, that is ideal, and the ability to problem solve and adapt will greatly serve whatever endeavors follow.

Technology is the future. I know it, you know it, and Kyle- President of STG- especially knows it. The word “technology” is synonymous with innovation, which is crucial to future employers. This internship gives you the ability to gather extensive experience in a field that will consume the majority of careers in the future. During my time at STG I have really put an emphasis on learning more about the ins and outs of technology, and Kyle could not have been more approachable and knowledgeable about every single topic. The experience and certifications Kyle holds are truly second to no one I have encountered throughout my entire career so far. What I have learned and accomplished at the Shumaker Technology Group has and will allow me to “wow” different companies I have interviewed with who are amazed at the extent of the work STG has allowed a “lowly intern” to do.

As an intern at many other companies there may not be an ample opportunity to leave a legacy and make an impact: not so at STG. I have worked on a myriad of different projects during my time here, and many of them will continue to be in use after I leave. Kyle allows interns a level of responsibility that is not common in today’s business world. The ability to participate in and spearhead projects is a boon that will serve anyone who has a position at STG for the rest of their life and career.

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I strongly encourage anyone with the desire to do meaningful work in a great environment to consider working at the Shumaker Technology Group. Feel free to contact me with any questions about my time here at STG; I can be reached at pjnowak@comcast.net.

Sincerely,

A handwritten signature in black ink, appearing to read 'PJ Nowak'.

PJ Nowak- former "Technical Sales Leader" aka Sales and Marketing Intern

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