



Danielle M. Silva

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**Objective** To obtain a full time position in the Packaging and Graphic Arts Industry starting July 2008.

**Education** *California Polytechnic State University, San Luis Obispo*

- Bachelor of Science in Graphic Communication to be conferred June 2008
- Concentrations: Printing and Imaging Management & Graphics for Packaging
- Minor: Packaging
- Cumulative GPA: 3.40

*Cuernavaca School of Language, Cuernavaca, Mexico, Summer, 2005*

- Mexican Culture
- Hispanic Languages and Culture

*Westmont High School, Campbell, California*

- California Scholarship Federation
- Yearbook staff

**Industry Experience** *University Graphic Systems, Sales Manager, Cal Poly University, San Luis Obispo (May, 2007 - Present)*  
Marketing the company, developing relationships, customer service, quotes, invoicing, monthly billing

*University Graphic Systems, Web Trainee, Cal Poly University, San Luis Obispo (Spring, 2005, Fall, 2005)*  
Press set-up, press clean-up, color density adjustment, web maintenance, bundling

**Other Work Experience** *Starbucks Coffee, Barista/Learning Coach, San Luis Obispo, California (May, 2004–Present)*  
Preparing specialty beverages, cash register, customer service, cleaning, stocking

*Pita Pit, General Manager, San Luis Obispo, California (January, 2006–June, 2007)*  
Scheduling, payroll, inventory, deposits, employee and food costs, ordering product, writing memos

**Academic Experience** *PMMI, PackExpo 2007, Las Vegas Convention Center, Las Vegas, NV*  
Pack Expo (October 2007) - included more than 25,000 customers/buyers and over 100 companies  
Responsible for assisting guests in setting up their accounts and daily agendas using the computer kiosks

**Relevant Coursework**

- Organizations, People, and Technology
- Marketing/Sales for Printing and Digital Media
- Estimating For Print and Digital Media
- Sheet-fed Printing and Platemaking
- Bindery/Finishing/Distribution Process
- Digital Typography
- Electronic Publishing Systems
- Web Offset & Gravure
- Implementing Quality Management
- Production Mgmt. for Print and Digital Media
- Fundamentals of Packaging
- Plastic Processes and Applications

**Computer Applications**

- Adobe Photoshop
- Adobe InDesign
- Microsoft Offices
- Adobe Illustrator
- Adobe LightRoom
- FileMaker Pro

Experience in working both Mac and PC operating systems.

**Honors & Awards**

- Dean's List: Spring 2005, Winter 2007, Spring 2007, Summer 2007
- High School Scholarship—Most Inspirational Female Athlete, 2004
- High School: Blossom Valley Athletic League first team soccer all-league 2000, 2004

**Activities & Interests**

- Poly Pack, *Publicity Chair*, 2007-2008 (IT Packaging organization)
- Mat Pica Pi member (Graphic Communication club)
- Cal Poly, SLO Intramural Soccer
- Enjoy playing soccer, cooking, attending San Jose Sharks hockey games, and practicing Spanish