

Elon alum now manages large business territory

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Features Editor

This is the first installment in a series profiling Elon alumni and their current positions in the workplace.

Less than one year out of college, George Hamrick manages corporate contracts totalling \$5.1 million.

Hamrick, 22, moved from Boston, Mass., to Greenville, S.C., in February to begin his new job for Black and Decker Inc. as a territory manager.

The Elon grad began working for Black and Decker, a multi-purpose corporation which manufactures everything from power tools to hedge trimmers, as a field marketing representative.

Now he is in charge of managing power tool contracts in 14 Home Depot stores scattered from Augusta, Ga., to Asheville, N.C.

He said he is pleased with the recent promotion to a job position that is one step above a retail specialist and one below district manager.

"I can see a dollar amount that I'm affecting [in the corpora-

tion]," Hamrick said. "And I'm only eight months out college."

In May Hamrick will go to the company's corporate headquarters in Towson, Md., to receive additional training. As territory manager, he said, his main objective is to convince stores to carry Black and Decker products and ensure the sale of them.

"If I walk out of a store and haven't placed an order, then I'm not doing my job," said Hamrick.

As a business major with a concentration in management, Hamrick became interested in Black and Decker after seeing an ad in the career center announcing an interview opportunity. By the end of the three interview rounds, Hamrick discovered he had a job.

For six months Hamrick worked with four team members in the Boston suburbs visiting area construction companies and promoting Dewalt power tools—which Black and Decker also manufactures. Hamrick said he enjoyed the low-pressure job environment of interacting with

others.

Now Hamrick reports to work around 6 a.m. and spends most of the day driving to the stores in his business territory.

"Our motto is we're going to work hard but we're going to play hard," he said. He attended a sales conference in Sawgrass, Fla., with other business associates in July. He said the company reminds him of Elon

with its friendly environment.

Hamrick attributes his professional success outside the classroom to skills he gained at Elon. During his senior year he participated in the Entrepreneurial Leadership Experience. His group recorded, produced and sold a CD through a company they named Elon ImproVibes.

"The personal interaction between students and professors and with other students will be truly beneficial once you get out in the real world," Hamrick said.

"Being able to communicate with people has proved to be the most valuable thing I learned

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Photo Submitted

George Hamrick graduated from Elon last May. In February, he was promoted to territory manager for Black and Decker Inc.

while at Elon." Hamrick also stressed the importance of learning leadership skills through group projects in class and utilizing these skills in the workplace.

"You have to take initiative and say, 'Hey team, we got to get this done,'" said Hamrick.

Hamrick said he anticipated more promotions in the future, and hoped to become a marketing

coordinator in Atlanta, Charlotte or Baltimore.

"Promote the heck out of yourself. Be confident in who you are and your abilities and employers will see that. And don't give up—don't ever give up."

Contact Kathleen Frey at pendulum@elon.edu or 278-7247.

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