

Why I Would Like to Attend University of Industrial Distribution

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From early on, I have always strived to be the best that I could be. Early on in my life, piano, dance, art and Chinese lessons overtook my weekends. Later on, in high school, I found myself engrossed with competitive speech. My freshman year, I made it to the finals that would decide whether I would be able to attend the Nationals competition. Unfortunately, to my great dismay, I found myself one position away from qualifying. However, the next year, I became the first person at my high school to go to Nationals. The following years proved to be successes also. I have always tried to be successful in my endeavors, which brings me to this point.

After the traditional four years of engineering schooling and R&D internships, I found myself following a very different road, a sales position for Allen-Orton, a company that covers hydraulics, pneumatics, and electromechanical products. With great excitement and expectations, the position was readily accepted. This was totally new ground; something that I had little to no experience with. After a year and a half, I still find many challenges of being in the distribution business still difficult, though I desperately want to overcome them.

There would be a wealth of knowledge that I can gain from this program. Distribution is far more than just showing some wares. I feel that FPDA offers many lessons that are imperative to my success: to know industry trends, its direction, to have presence, and so much more. The value of being able to attract and keep customers is priceless to me. This course would be perfect for a person in my position and situation. Also, so many individuals in my company have helped me in my growth in this very unique position; I would love to share with them everything that I have learned in this program also.

With the knowledge that I could gain from this program, I feel that I can attain future goals, become a great asset to Allen-Orton, a leader and an example. I find myself in that position that I found myself in freshman year of high school again, a bit disappointed but hopeful for the future. Help me further myself and my team at Allen-Orton.