

FRED LINTZ

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SUMMARY

Positive, accountable and efficient individual with upper management experience, demonstrating a high level of ownership and initiative. Quick and effective at decision making, with a passion for continuous improvement and customer focus.

HIGHLIGHTS

- Team leadership
- Analytical
- Quickbooks Experience
- Resolution-oriented
- Excellent Time Management
- Word/Excel Experience
- Reliable and dependable
- Flexible
- Positive outlook

EXPERIENCE

5/2016 - 1/2017 **Commercial Outbound Sales - Infinite Energy - Natural Gas/Electricity - Gainesville, FL**

- Call center operation. Responsible for acquiring new customers via outbound direct phone calls.
- Responsible for acquiring my own leads through market research and targeted zip codes.
- Voted MVP 1st month on the sales floor by my own peers.
- Suprassed 1st month's sales goals by 130%, and continued consistent performance throughout employment.
- On track to fill Team Leadership position within 1st month's employment.

8/2003 - 5/2016 **General Manager - Gator Cycle - Bicycle retail sales and service - Gainesville, FL**

- Managed team of 7 professionals.
- Reduced and controlled expenses by eliminating excess off-site storage, refinanced loans, and cut payroll expenses.
- Developed store's first incentive performance plan, and improved staff morale through creating an engaging environment, and enabling them to be a part of the process.
- Surpassed revenue goals in six consecutive quarters.
- Implemented a financial plan covering 2015 & 2016 and saw a 12% growth in sales.
- Defined a strategic business plan for bicycle retail sales and service.
- Directed strategic initiatives to achieve improved brand image and customer approval ratings.
- Executed an advertising campaign across multiple media channels.
- Increased sales/profits by introducing a unique product category unfamiliar to our market.
- Managed Bookkeeping, including daily journals, bank reconciliations, data entry, paying bills, cash flow forecasting, and monitoring of financial reports.

5/2007 - 5/2010 **Rehab Aide - Shands Hospital - Physical/Occupational Therapy - Gainesville, FL**

- Inpatient hospital setting. Patient population ranging from Medicine, to Cardiac, to Lung transplant to Ortho.
- Assisted licensed physical and occupational therapists with patient rehabilitation.
- Coordinated complex lung transplant patient transport (ventilator assisted), to our rehab gym for daily sessions.
- With zero previous rehab knowledge, I was voted MVP of the year after only 3 months employment.
- Consistently regarded as the most well rounded, and helpful aide in the department.

EDUCATION

2006 AA Degree - Business Administration
Santa Fe College - Gainesville, FL