

Aaron J. Smith

Current Address:

3705 Park Lane
Dallas, Tx. 75220

Aaron.smith@sgws.com
601-953-1695

Github: <https://github.com/Aaronjsmith0> | Portfolio: <https://aaronjsmith0.github.io/My-Portfolio/>

Summary

Full Stack Web Developer with a background in Sales and life-long dedication to learning. Effective at combining creativity and problem solving to develop user-friendly applications.

Education/ Certificates

The University of Mississippi

University, MS

Bachelor of Liberal Arts December 2011
Major: Psychology, Minor: English

Southern Methodist University

Dallas, TX

SMU Full Stack Web Development Bootcamp

Skills learned consist of HTML5, CSS3, Javascript, JQuery, Bootstrap, Firebase, Node Js, MySQL, MongoDB, Express, Handlebars JS, & React Js.

Wine Education

Wine & Spirit Education Trust (WSET) Level 2
The Court of Master Sommeliers Level 1

Work Experience

Southern Glazers Wine & Spirits

Dallas, TX

On Premise Sales Representative April 2016- Present

- Responsible for managing over 80 accounts.
- Exceeding and growing monthly sales objectives.
- Implementation of different beverage programs and drink specials within my accounts.
- Started beverage competitions within key accounts to incentivize staff to sell more of my products.
- Responsible for one of the largest territories in Dallas including areas of Uptown, Deep Ellum, and Trinity Groves, Bishop Arts area.

Republic National Distributing Company

Dallas, TX

Off Premise Sales Representative July 2012-April 2016

- Prepare for internal corporate surveys and supplier surveys.
- Design and create attention drawing displays to help with impulse sales. .
- Promoted to a more high-profile route before one year, and promoted to a better route three times after.
- Performed the duties of district manager as well as maintained my territory for a month.
- Led the team to double digit growth in both cases sold and dollars earned, and was the only team in the company to do so that month.

