

ALEX ZONIS

Web Developer | zonis7@gmail.com | 781.426.6712

Passionate Web Development student seeking opportunities to effectively contribute my Software development, Web development and analytics skills while gaining industry knowledge to help a company achieve its goals and increase its profits. Highly motivated, achieve high level results, excellent problem solving skills and decision making abilities.

EXPERIENCE

Pino's Pizzeria | Assistant Manager

Brighton, MA | 2013 – Present

- Prepare reports at the end of the shift, including sales
- Handle customer enquiries and complaints
- Effectively manage the restaurant in the absence of the restaurant manager
- Create a positive team atmosphere among team members
- Collect payments, complete logs and reports
- Ensure that all guests feel welcome and are given responsive, friendly and courteous service at all times
- Ensure that all food and products are consistently prepared and served according to the restaurant's recipes, portioning, cooking and serving standards
- Assist other staff members to complete opening, closing and prep lists
- Control cash and other receipts by adhering to cash handling and reconciliation procedures in accordance with restaurant policies and procedures
- Prepare all required paperwork, including forms, reports and schedules in an organized and timely manner.

Mercedes-Benz of Boston | Sales Consultant

Boston, MA | 2016 – 2017

- Created and maintained customer relationships
- Introduced customers to the service department and worked with the service department to ensure ongoing customer satisfaction
- Delivered vehicles to customers. The delivery process ensures that the customer understood the vehicle's operating features, warranty and paperwork
- Maintained all prospect and customer interactions on CRM system and followed the established dealership sales processes
- Followed-up on all sales leads from a variety of sources including phone, walk-ins, internet, etc.
- Direct reported to the Sales Manager regarding objectives, planned activities, reviews, and analyses
- Learned to overcome objections and thrive in sales situations
- Followed-up with buyers to ensure referral business
- Assisted customers in the completion of their sales application
- Assisted the customers to find a vehicle that meets their needs by using the current inventory information
- Answered inbound sales calls and responded to Internet inquiries

SKILLS

HTML/CSS

Javascript

XML

SQL Programming

Windows Operating Systems

Python

Adobe Photoshop

User Experience Design

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EDUCATION

BHCC

Boston, MA | 2018

Associate of Science (AAS), Web Development | GPA: 3.95

Slavic University

Kyrgyzstan, Bishkek | 2011

Criminal Justice/Law Enforcement Administration