

Bruno Ascencio

Richmond, TX
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(281) 877-2834

SUMMARY OF QUALIFICATIONS

Adaptable, self-motivated, and entrepreneurial minded business student who is recognized for positive attitude, integrity and ability to solve problems. Capable of working well under pressure through good time management and reasoning skills. Bilingual proficiency in English and Spanish.

EDUCATION

University Of Houston: Houston, TX

- **Bachelor of Business Administration in Management Information Systems** **May 2020**
- Major in Management Information Systems/ Minor in Sales
- **3.956 GPA (4.0 major-specific GPA)**
- **Program for Excellence in Selling** *Student Sales Professional*
 - Top sales program in the nation with over 200 hours of sales training
 - Training on Salesforce and CRM
- Management Info. Systems Student Organization

WORK EXPERIENCE

Apple Inc.

June 2017- Present

Product Zone Specialist

- Sold \$800,000 worth of products and services during my first year.
- Maintained a NPS (net promoter score) of 94 out of a 100 being recognized as best-reviewed specialist at location
- Provide customer support through extensive knowledge in the services and products Apple offers
- Ensure higher-level customer experience by addressing customer's concerns, demonstrating empathy and quickly resolving problems with the goal of providing each customer with a complete and unique solution

Michael Kors

August 2015 – June 2017

Sales Associate

- Managed and handled \$7500 in cash and credit card payments daily, and over \$35,000 in inventory every week
- Exceeded personal selling goal by over 150% for five consecutive weeks
- Organized closed-door events with our top 200 customers
- Maintained relationships with clients to ensure loyalty to the company
- Trained new assistants to embody company's jet-set culture and its customer service etiquette

Santikos Entertainment

May 2013 – August 2015

Kitchen Leader

- Started as a bus boy and was promoted to cashier within 2 months, 6 months after was promoted to Kitchen Leader
- Analyzed historical data to plan in advance and minimize over-stock thus yielding higher profit

Honors and Awards

- The National Society of Collegiate Scholars
- The Achievement Initiative for Minority Males at the University of Houston
- Dean's List Fall 2016, Spring 2017, Fall 2017, Spring 2018
- 4.0 Deans List Spring 2017, Fall 2017, Spring 2018

SKILLS

- Fluent and proficient in speaking, reading and writing Spanish
- Computer literacy with a focus on Microsoft Office
- Java, HTML, CSS, JavaScript, SQL, and Adobe Premiere.