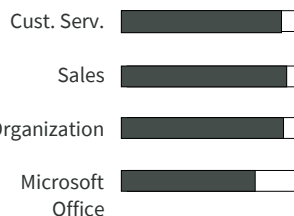


# Clinton Garwood

## Personal Statement

I am a passionate, proactive, and goal-driven leader looking for an entry-level position in a company where I can combine my four-year university education with **over 5 years** of experience in Sales and Customer Service to promote company growth.

## Skills



## Additional Skills & Traits

Communication - Customer Service - Planning - Networking - Goal Setting & Meeting - Customer Retention - Generating Sales - Product Knowledge - Detail Oriented - Punctual - Team Player - Problem Solving - Maximize Business Opportunities

## Contact Me At



+ 1 (914) 215-3322



ClintonGarwood@Gmail.com

## Education

- **Stony Brook University** Bachelor of Arts  
August 2011 / December 2015  
**Major:** Cinema and Cultural Studies  
**Minor:** Digital Arts, Creative Writing, Africana Studies
- **Organizations and Awards**  
**Caribbean Students Organization:** Vice President, Cultural Officer, Promotional Officer, Creative Director/Media Representative, Freshman Representative.

**Educational Opportunities Program:** Outstanding Writers Award (2011)

## Work Experience

**WHARTON EXTERMINATING SERVICES | OPERATIONS/MARKETING | QUEENS, NEW YORK | NOVEMBER 2016- CURRENT |**

- **Manage** the operation and administration of company **finances, resources, and employees.**
- **Organized sales strategies** focused on serving residential pest control market.
- **Acquired and retained clientele** through targeted PPC marketing and high-level customer service.
- **Built company trust and credibility** by educating clients and potential clients on products, services, and personal practices for effective pest control.

**SELF-EMPLOYED | RIDE-SHARE | NEW YORK, NY | FEBRUARY 2016- CURRENT |**

- Maintained a steady 4.9-5.0 driver rating through effective customer service and friendly conversation.
- **Increased tip frequency** by providing additional amenities such as film, libation, and personal hygiene products.
- Scouted areas/hours of highest lead frequency to maximize earnings

**GAP INC. | SALES ASSOCIATE/DENIM SPECIALIST | NEW YORK, NY | MAY 2011- DECEMBER 2014 |**

- Interface with customers to **identify purchasing needs** and direct them to appropriate Gap departments; recommended **additional products or cost-effective alternatives** to enhance service and satisfaction.
- **Champion promotional items to increase sales** revenues and actualize consultative sales techniques to achieve set goals.
- Educated customers on available product options to meet and exceed customer service experience.
- Investigated and resolved customer complaints or issues to strengthen **store reputation** and **grow customer retention.**

**STONY BROOK STUDENTS ORG. | VICE PRESIDENT / MEDIA REP. | LONG ISLAND, NEW YORK | SEPTEMBER 2011- DECEMBER 2015 |**

- Regularly **negotiated** with the student government for **\$20,000** in **yearly funding** for club events and community service initiatives.
- Organized and hosted weekly general body meetings of current event topics.
- Successfully **attracted over 100 students weekly** through effective **physical and social media marketing.**