Christian Jamall Louis

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# OBJECTIVE

As a former High School and College Quarterback, I have learned that it takes hard work, leadership, vision, and accountability to lead the team to victory regardless of the circumstances or adversity that the team may face. The keys to success for any leader / manager when directing a team are: 1.) being able to motivate them to achieve their goals, 2.) knowing which plan of action to enforce and when to implement it, 3.) knowing how to defuse a conflict before it makes a negative impact, 4.) teaching the team perfected sales techniques through demonstrations to foster independent mastery of performance, and 5.) gaining a collective understanding (as a unit) of our competitor in order to overtake the competition.

# EDUCATION

**University of Houston - Downtown** Houston, TX.

*Bachelor of Arts – History (in progress)* August 14, 2015 – CurrentAugust 14, 2015 – Current

**East Texas Baptist University** Marshall, TX

*Coursework – History* January 6, 2014 – April 22, 2015

**Lamar University** Beaumont, TX

*Coursework – Kinesiology* August 21, 2009 – May 19, 2011

**West Brook High School** Beaumont, TX

*High School Diploma* June 2009

# WORK EXPERIENCE

**Ritter Lumber Company** *Beaumont, TX*

***Warehouse Employee*** *Summer 2014*

* Accountable for receiving orders for the complete construction of homes as well as orders from builders for commercial real-estate projects
* Responsible for processing the orders by ensuring the materials I pulled fit the customer’s exact request, therefore eliminating the need to provide the customer with a discount
* Developed a trained eye by being able to eyeball measurements of lumber including length, width, and diameter in the absence of inventory labels

**WORK EXPERIENCE (*Continued*)**

**T – Mobile**  *3851 Phelan Blvd; Beaumont, TX*

***Sales Lead and Sales Associate*** *January 2013 – December 2013*

* After only three months of employment, I earned the position of team sales lead
* As Team Sales Lead, I was responsible for training new employees so that they would better be able to reach their quotas
* I was one of the top five salesman in the Beaumont district which included five stores
* Through diligence I had top numbers in: sales, activations, accessory purchases, upgrades, and pre-paid plans
* Responsible for knowing the specs of each phone, which includes: gigabyte storage space, pixels, and extra features and capabilities for every model of phones in the store
* Responsible for opening and closing the store
* Accountable for counting money at the beginning and end of each shift
* As a Sales Lead, I was entrusted to make trips to the bank to get the cashiers going
* Submitted spread sheets to District Managers that consisted of the day’s earnings, activations, upgrades, and pre-paid sales

**Pappadeaux’s Seafood Kitchen** *Beaumont, TX*

***Server***  *February 2012 – January 2013*

* Exemplified quality customer service by greeting the customers, making the customers feel welcomed, and ensuring that each customer had an enjoyable dining experience
* Inspected the tables to make sure everything was properly arranged and clean
* Verified that every customers’ order was exactly correct
* Responsible for the up sell of certain items to customers in order to generate more revenue for the restaurant

**B.I.S.D. Warehouse** *Beaumont, TX*

***Mover*** *Summer**2011*

* Moved furniture and supplies into new schools that where being built in the school district

**Best Buy** *Beaumont, TX*

***Sales Media Associate*** *May**2008 – April 2009*

* Responsible for zoning and making sure all products were presented in an appealing manner for the customers
* Accountable for scanning the product, taking inventory, and matching order requests online
* Greeting the customer and utilized conflict resolution skills by handling complaints and providing solutions to satisfy the customer’s needs
* Learned the company policies in order to know which solutions were most helpful and when to implement which company policy

† *References Available Upon Request*