

# Samvel Osipov

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(206)-717-1156

## Skills & Abilities

Highly adaptable

Strong interpersonal skills

Strong written & oral communication

Track record of meeting or exceeding sales goals

Exceptional teamwork skills

Bilingual in English & Russian

Experienced with Microsoft office suite

Experienced with self & team development

## Work Experience

Rideshare Driver – Uber and Lyft

(Seattle, WA) 11/2019 – Current

- Transported passengers throughout the greater Seattle area in a safe, timely, and welcoming manner
- Used creative problem-solving skills to deescalate conflicts with aggressive passengers
- Ensured profitability through optimizing routes, placement, and time management

Sales Representative – Apex Energy Solutions

(Seattle, WA) 07/2018 – 05/2019

- Fostered strong relationships with homeowners to build & elevate brand awareness in a brand-new market
- Leveraged rapport built with homeowners to establish word of mouth marketing & generate referrals
- Analyzed neighborhoods & surrounding areas to pinpoint ideal homes that have the most potential impact
- Utilized a three-phase sales cycle leveraging prior installations to increase brand awareness

Assistant Manager – Jiffy Lube

(Bellevue, WA) 01/2018 – 07/2018

- Maintained Positive Relations with all customers increasing internal and google/yelp review scores
- Assigned employees to specific duties to best meet the needs of the store and optimize workflow
- Utilized a consultative sales approach to build trust, encourage repeat business, and drive profitability
- Performed opening and closing duties (closing tills, performing bank deposits, and verifying inventory)

Sales Consultant – Eastside Subaru

(Kirkland, WA) 07/2017 – 12/2017

- Successfully developed a sales strategy to manage time and increase closing rates
- Worked with customers throughout the entire car buying process to build trust & rapport
- Followed up on sales leads from various sources to bring in customers and increase business profitability
- Maintained strong and extensive knowledge of vehicle features, models, and inventory to consistently provide great customer service

Computer Lab Assistant – Bellevue College

(Bellevue, WA) 03/2015 – 04/2017

- Provided technical and administrative support in a courteous and professional manner
- Wrote and resolved level 1 help desk tickets, escalated and followed up on level 2 and 3 tickets
- Helped familiarize students with various programs (Office 365, OneDrive, RDP, Visual Studio)
- Assisted in new employee training and development, familiarizing them with SOP and ticketing system

Computer Sales Associate – Fry's Electronics

(Renton, WA) 07/2016 – 05/2017

- Sold computers, components, accessories, and warranties in the computer department
- Maintained a constant presence on the sales floor to address customer needs and questions
- Followed latest trends to provide up to date information to customers and maximize revenue opportunities