

# Daniel Minor

## **Intake Sales Manager Las Vegas Defense Group**

Henderson, NV

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702-563-9636

Highly motivated to secure a challenging and responsible position that will allow me to utilize my leadership experience and sales skills.

Authorized to work in the US for any employer

## Work Experience

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### **Intake Sales Manager**

Las Vegas Defense Group - Las Vegas, NV

April 2018 to December 2020

As a case manager to Las Vegas Defense Group, I am dedicated to keeping each of our clients informed and comforted from the time they contact us up through their case's final resolution.

### **Security Host**

Hakkasan Group - Las Vegas, NV

January 2017 to June 2017

Responsibilities include providing security and protection for guests, employees, and property, preventing thefts and discouraging altercations, maintaining positive attitude and providing superior guest service.

### **SALES AGENT**

Fiore Travel - Las Vegas, NV

September 2016 to December 2016

Responsibilities include conducting presentations for potential owners and explaining features and benefits of vacation club membership, explain cost of owning and contract details, generate list of properties that are compatible with buyers needs and financial resources, negotiating package prices and closing sales, consistently met sales goals and moved into top five in sales volume.

### **DETECTIVE SERGEANT**

Retired - Harrisburg, PA

May 2003 to June 2016

Responsibilities included overseeing all criminal investigations for over 100 police officers throughout the Capitol Complex, conducting Crime Prevention and Active Shooter presentations, processing and handling all evidence related to criminal investigations, liaison for District Attorney and District Judges, organizing and distributing all incoming subpoenas to officers, responding to emergency calls throughout the Capitol Complex, provided protective services to visiting dignitaries, made arrests when appropriate, attended court proceedings.

### **SECURITY INSTRUCTOR**

Keystone Jobs Corp Center - Drums, PA

January 2003 to May 2003

Responsibilities included teaching the security trade to young adults, developed and implanted daily lesson plans, administered tests, fostered a classroom environment conducive to learning and promoting teacher/student interaction, helped students find employment.

### **CHIEF OF POLICE**

Freeland Borough Police Department - Freeland, PA

January 1989 to January 2003

Responsibilities included supervising police officers, budget management, staff training, lead work on investigations, program/ policy development, city council presentations, developed safety programs, participated in DARE program, conducted undercover operations with the Luzerne County Drug Task Force, responsible for all public and media relations.

### **POLICE OFFICER**

Weatherly Police Department - Weatherly, PA

September 1988 to January 1989

Responsibilities included patrolling the borough, responding to emergency calls, ensuring the safety and well being of citizens, conducting vehicle stops and issuing citations for violations, making arrests when appropriate, attending court proceedings, conducting investigations, submitting reports to supervisors.

Car Sales

June 1993-August 2006 Minor's Used Cars, Drums, PA

Managed and tracked all used car sales, maintained updated listing off all used cars, greeted and conversed with customers on a daily basis to uncover purchasing needs, used consultative sales process to match customers with vehicles suiting their needs, demonstrated vehicle functionality and explained options, adhered to all state regulations regarding used vehicle sales, hired and trained sales staff.

## Education

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### **Associate of Science in Criminal Justice**

Luzerne County Community College - Nanticoke, PA

May 1995

### **High School Diploma**

West Hazleton High School - Hazleton, PA

June 1986

## Skills

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- Case Management
- Media Relations
- Law Enforcement
- Training & Development
- Law Enforcement
- Law Enforcement

- Law Enforcement
- Sales Management