

James Carattini

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(702) 524-4070

Authorized to work in the US for any employer

Work Experience

Sales Associate

Las Vegas Bus Sales - Las Vegas, NV

April 2017 to March 2020

Primary responsibilities included taking photos and videos of new inventory for website advertising. Created listings for all inventory and provided detailed descriptions. Performed walk around videos for listed buses which included my describing the bus and showing features. Worked my way into a sales role as I advanced my knowledge of buses. Also maintained up to date knowledge of current inventory. Learned to develop relationships with customers and began selling multiple buses monthly. Assisted customers beyond the sale when needed to maintain a positive and mutually beneficial relationship. Assisted in coordinating bus deliveries, bus pickups, and outsourcing needed work for bus sales. Maintained a cordial and positive working relationship with all co-workers to build camaraderie and maintain a strong, united team to boost sales and assist customers to the best of our ability. Was trusted to have two company credit cards for necessary purchases such as fuel and outsourced work. Was trusted to work alone and maintain office operations when needed. Parked and organized over 100 buses on the lot to ensure buses are presentable when customers were on the lot.

Carpet Technician

Stanley Steemer - Las Vegas, NV

April 2016 to April 2017

Attend early morning meetings for training and to acquire daily route assignments. Maintain a professional appearance and ensure van is fully stocked. Arrive to customers homes on schedule and perform a service walkthrough upon arrival. Offer additional services when possible to maximize the customer experience and carpet cleaning results. Perform cleaning quickly and efficiently and ensure nothing is damaged in the home. Wipe down areas that may have gotten wet, and place plastic covers on the feet of furniture where the carpet has been treated. Diligently explain the process to the customer and ensure peak satisfaction.

Army Motor Transport Operator

Nebraska Army National Guard - Omaha, NE

August 2011 to December 2016

Refined and developed the ability to work long hours and maintain a high level of performance and professionalism. Developed personal strength, resilience, self-confidence, and mental fortitude through rigorous training. Worked efficiently with small and large teams to accomplish given tasks. Operated several different vehicles for the purpose of hauling equipment and providing security. Managed safe and proper loading and unloading of cargo being transported. Secured cargo against inclement weather, pilferage, and damage.

Sales Consultant

PERFORMANCE FORD

February 2014 to March 2016

Cultivated relationships with new customers to achieve sales objectives and provide insight into new products, features, and options. Strategically negotiated with customers to close on deals and increase sales. Qualified and followed up on warm internet leads regarding new and used vehicle availability, price, and options. Maintained contact with customers via email, phone calls, and regular updates on promotional offers. Developed relationships and cultivated trust with customers to provide excellent service and ensure that their needs are met.

Satellite Technician

DIRECTV

February 2013 to February 2014

Participated in training sessions to become an expert on satellite technology as well as TV equipment, options, and features. Inspected sites and installed satellite systems at homes, offices, and condominiums. Attended to customer calls and performed repair and maintenance when needed. Detected faults and replaced worn-out components to ensure the highest level of performance. Checked, ordered, and maintained adequate level of inventory to ensure that everything needed was present at any point during jobs. Maintained tools and install equipment to ensure efficiency and to minimize potential issues. Always maintained a positive and professional attitude to instill confidence in customers when working in their home.

Optician/Electronics Associate

WALMART

February 2011 to February 2013

Answer phone calls and schedule patients for eye exams. Place calls to insurance companies for patient coverage information and eligibility. Perform pre-test examination with patients prior to doctor examination. Create RX orders for patient and collect patient fees. Scan items at register and collect payment for purchased items. Answer customer questions regarding electronic products and provide access to locked items. Set up sales displays and ensure shelves are stocked and meticulously organized.

Shift Leader

Pizza World - Marion, IA

2007 to August 2009

Trusted to lead during lunch and dinner hours. Ensured employees were performing tasks correctly and proficiently. Trained new employees on pizza line, sub line, oven, register, phone orders, and deliveries. Ensured customers were taken care of to the best of my ability. Assisted where needed and attended to customer needs and inquiries. Maintained a positive attitude and ensured orders and food were delivered at the highest quality. Scheduled employee shifts and adapted to employee callouts/no shows.

Education

ASSOCIATES in BUSINESS ADMINISTRATION

COLLEGE OF SOUTHERN NEVADA

August 2018 to Present

Skills

- Multitasking
- Team Building
- Leadership
- Customer Satisfaction
- Customer retention
- Strong Work Ethic
- Military Experience
- Sales
- Outside Sales
- Delivery Driver Experience
- Bus Driving
- Tanker Experience
- Flatbed
- School Bus Driving

Links

<http://www.linkedin.com/in/james-carattini-860952126>

Military Service

Branch: United States National Guard

Rank: E4

Certifications and Licenses

Class B CDL

February 2020 to May 2025

Class B CDL with Air Brake and Passenger endorsements