

ADOLFO OSCAR SANTIAGO

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OBJECTIVE

A challenging role to contribute in an established company.

SKILLS

Languages

English, Spanish, Portuguese, and Italian

Software

Word and Excel

EXPERIENCE

Summary

25 years of marketing skills

Sale Representative , General Manager (14 years), Supervision, Customer Service, Public Relations, Product Promotions, Personnel Training, Merchandising, Vendor Contacts, Inventory Control (5 million dollars' worth),display products in trade shows.

June 2016 to

Outside Representative of Account and Measuring Division-Red Rock

Aug 2020

Provided excellent customer service to customers in the showroom as well as to customers during measuring appointments. Use of laser based measuring device to accurately provide measuring estimates. Acquired new customers. Answered inbound calls to support sales and provide free estimates. Give consulting think customers to help them better choose products for their flooring project.

Oct 2015 to June 2016

Sales Manager

Retail and wholesale accounts,providing customer the best solution to their need,and tops customer service at all time.

Oct 2014- Oct 2015

Self Employed

Legal Services,in and out bound, excellent customer services.

July 2013 – Oct 2014

Collections Account Manager, Auto Finance Company

Provide customer service while collecting money on current and delinquent accounts. 80 to 120 inbound\outbound calls daily. Process payments. Collect critical information for collection efforts.

2010 – 7-17-13	Credit Verifier, Western Funding Inc Provide stellar customer service while verifying information with potential customers from POS and Bulk deals,using programs like T-value,Nada,Mmrs, and Experian. Admin to 10 different gps companies Ping and locate GPS/Starter Interrupter devices. Insert and update system records as needed.
2001-2009	Owner, Self Employed, Sub-Contracted Remodeling, and handy man work.
1999 - 2000	Outside Sales Representative , <i>Orion Tile</i> Worked on 120 accounts through Southern California. Added 80 new accounts and increased overall sales.
1985 - 1999	General Manager, <i>Licari International</i> In charge of sales, inventory control (5 million dollars' worth), training of employees. Helped put together four branches with the owner of the company.

Education

Two years of Junior College, Pasadena, California . More info upon request.

More information upon request

Reference:

Dan Klatt	702-592-5324 Friend
Curtis Fulmer	702-712-2264 My Ex-supervisor
Anthony Barber	702-612-2606 Friend

Thanks