**Samuel Eli Lundheim**

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**Job Experience**

**Outreach, Seattle WA**

SDR, (Sales Development Rep) Dec 2019 – March 2020

Outreach is an enterprise software company. I maintained an inside sales role, driving sales volume through phone calls and email.

* Maintaining relationships with clients
* Calendar management
* Prospecting
* Identifying key positions to target for cold calling
* Ability to learn the software platform in a short period of time

**Lyft, Greater Seattle**

Lyft Driver, Sept 2018 - Present

Driver in the Seattle metro area and Western Washington

Lyft Mapping Driver, May 2019 – July 2019

Driving a company car with GPS equipment around greater Seattle area to re-map the city streets

* Route planning
* Time management based on traffic conditions

**Conoco Phillips, Polar Tankers, West Coast**

Able Bodied Seaman, Jan 2017 – Oct 2018

Merchant Mariner with emergency response training, competency in standing a bridge watch, and efficient in repair and maintenance of deck machinery

* Docking and undocking procedures
* Used a hermetic tape to load and discharge cargo

and gauge tanks

* Operated winches, capstans, cranes, and various other deck equipment
* Quartermaster skills in pilot waters

Credentials

* Able Bodied Seaman
* Basic Safety Training
* Shipboard Fire Response Training
* Tankerman Endorsement
* TWIC

**Safeway, Everett WA**

Bagger and Produce, May 2013 – Oct. 2013

* Restocked shelves, cleaned aisles, and retrieved carts

**Education**

* Everett High School: Graduated June 2015
* Seattle Maritime Academy: Attended from 2015 - 2016

**Related Skills**

* Proficient in communicating and problem solving one on one and in small groups
* Works well in high stress situations
* Enthusiastic, approachable, and friendly personality
* Systematic organizational and management skills
* Capable of establishing a list of clientele and maintaining frequent communication

**Related Documents**

* Washington State Driver’s license
* United States passport