

Crystal Watkins

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Experience

Enterprise Remarketing and Truck Logistics

Fleet Logistics Coordinator for Georgia 2019 - August 2019 - Present

- Coordinating a team of one hundred and twenty part time drivers while accomplishing fleet moves for all of Enterprise's Remarketing and Truck Division
- Working with upper management to achieve common goals
- Explaining Complex Processes and Goals to vendors, management, and other divisions
- Build team relationships and work in multiple working groups
- Continual using and learning new web technologies to improve the logistical process

Enterprise Truck Sales

Fleet Logistics and Remarketing Coordinator for Georgia and South Carolina, July 2015- August 2019

- Coordinating a team of fifteen driver's including scheduling and accomplishing fleet moves for all of Atlanta
- Assisting the sales manager in being number one in the nation for the past three fiscal years
- Training all new truck hires in the remarketing and fleet procedures for truck
- Proficient in multiple enterprise holdings computer programs
- Creating new marketing strategies and increasing productivity for the sales process

Enterprise Rent A Car

Management Trainee, July 2014-June 2015

- Increased productivity on call backs for business
- Improved accounts receivable list and conversions
- Played a key role in back end of business
- Researched, analyzed, gained, and maintained accounts for rental business
- Grew meaningful relationships with existing accounts

Tri-Factor, LLC

Marketing Intern, August 2013 – May 2014

- Assisted in finding over five thousand new sales leads
- Created, revised, and formatted all marketing emails
- Updated and revised the company website
- Corrected twenty three percent of previous contacts
- Sales have increased by approximately 25 percent since joining and increased by two million compared to the previous year

Oxford Summer School, Oxford, UK
Business and Law Classes, July 2012

Dale Carnegie of Georgia
Marketing Intern, May 2012 – July 2012

Advantage Sales and Marketing, Atlanta, GA
Store Vendor, May 2010- July 2010

CVS Pharmacy
Pharmaceutical Technician, May 2012-July 2012

Junior Achievement Program, Marietta, GA
Project Volunteer, November 2008-April 2009

Tennis Dynamics, Marietta, GA
Summer Camp Coordinator, May 2010- August 2010

Education

Georgia Tech Full Stack Bootcamp, Atlanta, GA
Full Stack Flex Bootcamp- will graduate August 2020

Florida Southern College, Lakeland, FL
Bachelor of Science in Business Administration with a minor in Economics- graduated May 2014