

# Daniel McLarty

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## Core Competencies

- **Sales Performance & Customer Engagement** – Top 3 sales efficiency across 50-store region; skilled in need discovery, establishing client relationships, inspiring through technology, and solution selling.
- **IT Systems & Cybersecurity Foundations** – Hands-on with Cisco IOS, Windows/Linux admin, Docker, Active Directory, AAA, and system hardening fundamentals.
- **Conflict Resolution & De-escalation** – Comfortable handling high-pressure customer interactions with professionalism and empathy.
- **Team Collaboration & Adaptability** – Proven ability to thrive in dynamic environments—retail, food service, and tech.

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## Professional Experience

**Sales Associate** | Best Buy, Asheville, NC

*Jul 2024 – Present*

- Ranked top 3 in sales efficiency since Feb 2025 across ~50-store market.
- Delivered tailored tech solutions to diverse clientele; built trust through product knowledge and attentive service.
- Upskilled continuously in consumer and prosumer tech to support customer success.

**Cashier** | Ingles Markets, Asheville, NC

*Mar 2024 – Jul 2024*

- Managed high-volume transactions; recognized for accuracy and customer care.
- Handled difficult customer interactions with composure and problem-solving.

**Line Cook (BOH)** | Tijuana Flats, Lauderhill, FL

*May 2023 – Nov 2024*

- Maintained health/code compliance in a high-volume kitchen.
- Collaborated efficiently during peak service hours.

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## Education

**A.A.S. – Information Technology: Systems Security** (*In Progress*)

**AB-Tech**, Asheville, NC – *Expected Aug 2026*

- 4.0 GPA; Two-time President’s List (12+ credits per semester)
- Planned Transfer: B.S. in Industrial Technology (Cybersecurity), East Carolina University

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## Technical Skills

Cisco IOS · Windows/Linux Admin · Active Directory · Docker · AAA Security · Networking Fundamentals · Security Fundamentals · Zero Trust Systems

How I used AI:

Chatlogs:

- <https://g.co/gemini/share/91cab33aeaa2>
- <https://chatgpt.com/share/6852ab8c-ace4-8009-a6cd-26fbbf221fac>

Gemini did the first draft, ChatGPT helped me clear up some fluff, I then proof read and adjusted for accuracy and formatted the page.