



Drake Wood

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## **WORK EXPERIENCE**

### **COMPUTER SALES CONSULTANT, BEST BUY**

Mishawaka, Indiana — 2015-Present

Engage customers using selling skills to build complete, connected solutions while maintaining a balance of high velocity and high service. Ensure inventory and merchandising standards are maintained. Demonstrate excellence in execution of selling skills and selling strategy. Support sales strategies in partnership with the Sales Manager to achieve operating results, growth objectives, and overall financial performance goals.

### **CONSULTATIVE ELECTRONICS ASSOCIATE, SEARS HC**

Mishawaka, Indiana — 2014-2015

Selling and servicing customers within Electronics; maintaining knowledge of products and using this knowledge to assist and educate customers on options available; providing customer assistance; and delivering a positive customer shopping experience.

## **EDUCATION**

- Indiana University, South Bend, Indiana — Bachelor of Biology transitioned to Computer Science, 2013-Present. Expected Graduation May 2020
  - Selected coursework: Data Structures, System Analysis and Design, Programming Languages, Operating Systems, Computing Theory, Mobile Application Development.
- Westville High School, Westville, Indiana — Academic Honors Diploma, 2012

## **SKILLS**

- Ability to work independently as well as with a team
- Time management and self-directed
- Provide excellent customer service
- Experience recommending and selling products and services
- Consistently meeting or exceeding personal goals
- Ability to teach and explain technical aspects of computers and other electronics
- Ability to train users on new software systems
- Proficient computing skills on Windows, Mac, Linux, and Microsoft Office
- Experience with the following languages: C/C++, Java, Python, Perl, Lisp

## **PROJECTS**

- Created an Android app that pulled hourly data from a specified Twitter account
- Created a basic game client that lets the user pick from various simple games and music

## **REFERRALS**

- Nicholas Sosnoski, General Manager, Best Buy (574) 271-9608