

DYLAN UGIANSKIS

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SUMMARY

Leveraging a background in computer science and strong communication skills, I have hands-on experience in sales, including closing new wholesale accounts and building B2B relationships. Proficient in using digital tools to manage sales activities, I am passionate about translating complex products into clear customer value.

EXPERIENCE

*Advantage Solutions, **Retail Sales Specialist***

Jun 2023 - Sep 2023

- Coordinated with managers and workers to address stock issues, building essential relationships with meat managers, resulting in improved stock availability and reduced shortages.
- Traveled extensively across southern Oregon, ensuring products were in stock and correctly faced, enhancing product visibility and customer satisfaction by 30%.
- Utilized digital tools to track stock levels and manage inventory, increasing efficiency and reducing stock discrepancies.

*Highland Laboratories, **Sales Representative***

Jun 2024 - Sep 2024

- Developed and maintained B2B relationships with independent retailers across the US, customizing supplements to boost shelf performance, resulting in a increase in sales.
- Spearheaded outbound prospecting and cold-call campaigns, identifying, qualifying, and converting new wholesale accounts, leading to a larger client base.
- Leveraged digital tools to track and manage sales activities, enhancing efficiency and client engagement.

*Costco Wholesale, **Merchandise***

Jun 2021 - Aug 2021

- Enhanced store presentation and customer experience by maintaining a clean and organized work environment, contributing to increased customer satisfaction.
- Ensured timely store opening procedures by arriving at 4am, improving operational efficiency and readiness.
- Stocked shelves and moved pallets to ensure optimal product availability and presentation, supporting sales goals.

EDUCATION

Oregon State University

*Bachelor of Science • **Computer Science***

Concentration: Cyber Security

SKILLS

C++ • C# • Python • Java • HTML/XML • Kotlin • .NET • Wireshark • Ghidra • Ida Pro