

Elijah Palma

OBJECTIVE STATEMENT

Personable, customer focused, and driven individual with experience in sales, and marketing. Passionate about the Information Technology, Healthcare, and Biotech Industry. Strong sales professional working towards a Bachelor of Business Administration in Marketing with an emphasis in professional selling from San Diego State University. Thrives working independently, as well as contributing to a team. Seeking a new, and exciting opportunity to utilize existing skills, and grow with an organization.

EDUCATION

San Diego State University, San Diego — *Marketing*

Expected graduation with a Bachelor's Degree date- Spring 2021

Ca' Foscari University, Venice, Italy — *Business Management*

Semester abroad - Spring 2020

San Diego Mesa College, San Diego - *General Education*

Graduated with an Associate's Degree- Spring 2019

SALES EXPERIENCE

Fit Athletic, Little Italy, Ca - *Sales Executive*

August 2018 - Current

- Manage membership accounts and maintain rapport to generate new potential members.
- Exceeded or met sales goal every month since starting.
- Team averages \$50,000 in revenue each month with an individual contribution of \$10,000

LEADERSHIP EXPERIENCE

Fit Athletic, Little Italy, Ca - *Service Manager*

October 2022 - Current

- Coaches and leads a team of 8 front desk employees
- Orders cafe items and averages \$10,000 in cafe sales per month
- Contacts and collects overdue payments from members every month

American Marketing Association SDSU, San Diego, Ca

August 2020 - June 2021

- Worked with other students to build a diverse marketing community on campus.
- Shared different and creative marketing strategies with a team of students.

CUSTOMER SERVICE EXPERIENCE

Fit Athletic, Solana Beach, Ca — *Front Desk*

September 2017 - August 2018

- Greeted and interacted with an average of 50 members per shift.
- Answered questions regarding the gym.
- Operated POS cash register, handling a minimum of 10 transactions a shift.

CERTIFICATION & SKILLS

- Certified Adobe Photoshop Associate
- Qualtrics XM
- Microsoft Office Suite
- CPR Certified