

Ferny Castro

Cell: 973-931-8565

Fernc28@outlook.com

Education:

Fortis Institute, Wayne NJ

Graduation Date: 2013

Electrical Systems Technician Certificate

Passaic County Community College, Paterson NJ

Expected Graduation Date: June 2024

Associates Degree Computer Science

Passaic High School, Passaic NJ

Graduation Date: June 2011

High School Diploma

Date Attained: 2011

Work Experience:

Specialty RX Pharmacy:

Sales Representative

June 2016 – Current

- Demonstrate strong knowledge of products and services to effectively answer customer inquiries and explain features and benefits.
- Develop and maintain relationships with customers to ensure customer satisfaction and loyalty.
- Monitor customer feedback and market trends to identify opportunities for improvement and growth.
- Analyze sales data and customer feedback to identify areas of improvement and develop strategies to increase sales.
- Utilize sales techniques and strategies to close deals and meet sales goals.
- Maintain accurate records of sales and customer interactions.
- Successfully closed deals with prospective customers with a win rate.
- Responsible for briefing customers about new pharmaceutical products.
- Responsible for compiling and submitting weekly reports for sales activities.

Redwing Electric:

Electrician Assistant

Feb 2013- May 2016

- Responsible for residential wiring, wiring methods, conductors sizing, circuit layout, and wiring diagrams
- Worked on Home Integration/Home Network Systems.
- Documented alarm system, fire, smoke, and CO alarm systems installed by the lead engineer.
- Analyzed schematic and blueprint designs to determine what would be needed on a project
- Responsible for data, Voice, and Video Cabling installation
- Responsible for the preparation, handling, installation, termination, and testing of installed systems

Marshalls:**Sales associate****Nov 2012 – Sept 2013**

- Organized store inventory to maintain and clean and orderly department
- Assisted customers in searching for desired items
- Placed orders for customers for items that were not immediately found in store
- Assisted customers in utilization of our website to help them place online orders
- Worked as cashier to help expedite checkout process for customers
- Worked in translating item information from English to Spanish for customers who did not speak English