Gelminas Pivoras

|  |  |
| --- | --- |
| +353(0)894163819 | [gelminas.pivoras@gmail.com](mailto:gelminas.pivoras@gmail.com) |
| Highly motivated and hard-working employee looking to join a Tech company to start my career in IT. Looking to take advantage of my skills in coding and be a valuable team member, while also further expanding my skillset.*WORK EXPERIENCE* | |
| **“Carcessories” Ltd – Sales Representative** | **February 2020 – May 2021** |

* Reached out to customer leads through cold calling
* Effectively introduced new products to the market
* Maintained records on customer sales
* Prepared reports and made recommendations to management
* Kept management informed by submitting activity and sales reports along with monthly and annual territory analyses
* Achieved agreed upon sales targets and outcomes within schedule
* Continuously improved through feedback

|  |  |
| --- | --- |
| **“Budget Car Rental” – Sales Agent** | **July 2017 – February 2020** |

* Achieved and exceeded daily and monthly sales targets on regular basis.
* Led my team in monthly sales on multiple occasions.
* Resolved countless customer complaints, making the sale instead of letting the customer go to our competition.
* Followed up on sale leads with new customers and repeat business.
* Provided excellent customer service constantly, which brought more repeat business to the company as well as new customers.
* Made rosters and wage sheets on a weekly basis.

# *EDUCATION*

* Secondary Education:
  + “Varpas” gymnasium
* Udemy Courses:
  + Practical Sales Techniques by Chris Croft
  + 100 Days of Code – The Complete Python Pro Bootcamp

# *SKILLS*

* Proficient in Microsoft Word, Excel
* Working knowledge of HTML, CSS, Javascript, Java, Python, SQLite, PostgreSQL, Bootstrap
* Frameworks: Flask, REST API
* Experience with Heroku for cloud based applications
* Familiar with Git
* Languages: English - Fluent; Lithuanian – Native
* Effective communication and organizational skills
* Self-motivated
* Strong problem-solving capabilities