
LENZIE T AINSWORTH

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PROFESSIONAL SUMMARY

Join to your team of work, in order to develop my technical and professional skills, to grow close to you in order to achieve a goal together, to offer a service with efficiency and quality. Get a position in a world class company where I can develop my experience, improving all the time. To obtain a position to participate and to collaborate with my personal experience, abilities, knowledge and competitions in the profit of the objectives of the company and to continue with my professional development. To perform to my best ability in all personal and professional activities and get involved with the company environment in a very responsible and honest way. My main professional goal is to grow, serving the company with loyalty and ability, regardless of the degree of difficulty, since I am a professional who likes challenges.

WORK HISTORY

Sales, 10/2011 to 02/2012

Urban Outfitters – Irvine, CA

- Persuaded customers to purchase more than what they came in for.
- Greeted customers as they came in and out of store.
- Supervised the fitting room section.
- Developed relations with customers and fellow co-workers.
- Organized the stores merchandise.
- Attended to all of the customer's needs.

Sales Floor, 10/2011 to 01/2012

Target – Chino Hills, CA

- Organized the store's merchandise.
- Greeted customers whenever approached or approaching.
- Attended to all the customer's needs.
- Developed the skills to use a cash register.
- Developed great communication skills.
- Designed a tidy environment for customers and fellow co-workers.
- Performed the essential functions to lift heavy objects and stand for long periods of time.

Sales Consultant - Computing and Tablets, 09/2013 to 02/2014

Best Buy – Orange, CA

- Contacted new and existing customers to discuss how their needs could be met through specific products and services.
- Recorded accurate and efficient records in the customer database.
- Attended monthly sales meetings and quarterly sales trainings.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges and security practices.
- Set up new accounts, established customer credit, and set up payment methods.
- Emphasized product features based on analysis of customers' needs.

Mortgage Services Client Representative, 08/2013 to Current

Affinity Partnerships – Pocatello, ID

- Used generating system to quote rates.
- Attended monthly sales meetings and quarterly sales trainings.
- Consulted with clients to supply accurate product and service information.
- Transitioned an average of 30 leads into paying customers per week.

EDUCATION

Bachelor of Arts: Business, Current
Concordia University, Irvine - Irvine, CA

- Emphasis in Finance
- Recipient of Phi Theta Kappa Scholarship
- Recipient of Athletic Scholarship

Associate of Arts: Liberal Arts: Arts & Humanities , 2015

Golden West College - Huntington Beach, CA

- 3.2 GPA
- Captain of Men's Volleyball team

High School Diploma: 2011

Claremont High School - Claremont, CA

- 3.5 GPA
- Club president of ARU (All Races United)
- Captain of Men's Volleyball team
- Renaissance Academic Achievement Award
- Volunteered at YAC (Youth Activity Center)

SKILLS

- | | |
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| • PowerPoint | • Networking skills |
| • Word | • Rapid 10-key data entry |
| • Excel | • Customer service |
| • Outlook | • Advanced computer proficiency (PC and Mac) |
| • Research | • Strong communication skills |
| • Typing | • Critical thinker |
| • Rebooting | |