

Travis Teancum Lloyd

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Salt Lake City, Utah

Summary:

Senior at the University of Utah; completing Bachelors of Science in Economics and a Minor in Strategic Communications spring 2021; highly personable problem solver able to diffuse situations by thinking outside the box; analytically minded and independent worker able to meet deadlines with precision, and also great at collaboration in group settings.

Skills/Characteristics:

- Open minded leader with cooperative personality.
- Knowledge and experience in Excel for data analytics and other Microsoft Office systems.
- Experience with balance sheets and budgets.
- Deduce emerging patterns in data using R and other statistical software applications.
- Separating data from correlation and cause/effect.
- Improve right fit sales strategies by identifying client needs and product value.
- Excellent customer minded service.

Work History:

T-Mobile Telecommunications-Salt Lake City, Utah

Mobile Expert

June 2019 to Current

- Prospected and activated numerous business accounts upwards of 60 lines of service as well as individual and family accounts.
- Worked daily to resolve customer issues with expertise in device and network troubleshooting; advancing product knowledge and building customer relations.
- Tailored sales to specific customer's needs and wants with clear and simple explanation.
- Conducted internal store audits, monitoring front and back end compliance, securing private customer information in accordance with various policies and regulations.
- Provided recommendations for improved controls to minimize risk of CPNI loss.

Utah Woolen Mills Men's Shop-Salt Lake City, Utah

Retail Sales Representative

August 2018 to April 2019

- Sold high brand business clothing to clients ranging in prices from \$1,000 to \$14,000 per item.
- Engaged in building professional and friendly client relations including professional athletes, CEOs, world religious leaders, and other prominent businessmen from various parts of the country and throughout the world.

Skyline Solar- Pleasant Grove, Utah

Area Manager

May 2018 to August 2018

- Worked my way from field representative to area manager, responsible for a team of 7 field representatives.
- Responsible for interviewing, hiring, and training new and veteran field representatives.
- Conducted market research to assign team members to cities and areas that would yield the highest results for team members and company.
- Knocked doors daily upwards of 12 hours a day, exercising soft skills to create rapport with customers within moments, answering questions and concerns about home solar systems and the benefits.
- Selling systems above the average cohorts in higher frequencies, explaining financing and the net cost benefits of switching from traditional sources of electricity to other alternatives.

Education:

High School Diploma-Lone Peak High School, Highland Utah

Bachelors of Science Economics, Minor Strategic Communications. Spring 2021- University of Utah, Salt Lake City Utah.

