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| G  **James Gingrich**  740-618-3184  jamesjgingrich@gmail.com  Columbus, OH 43202 | Summary  Dedicated Sales Associate offering 7 years of success in fostering quality hospitality experiences through expert needs assessment and extensive product knowledge. Proven history of exceeding sales targets and meeting customer needs with effective product solutions. Skilled in training and mentoring new associates on customer service and sales best practices. I plan on applying on this prior knowledge to a future goal of becoming a full stack web developer.  Skills   |  |  | | --- | --- | | * Product Sales * Team player mentality * Excellent communication skills * Business development | * Strategic planning * Leadership * Cash handling accuracy * Outgoing personality |   Education and Training  Full Stack Developer Certification: Web Development  Ohio State University Expected in Jul 2021  Columbus, OH  Websites, Portfolios, Profiles   * https://github.com/JamesGingrich * https://www.linkedin.com/in/james-gingrich-4a8076203/   Certifications   * Full Stack Developer in Training - 2021   Experience  Sales Associate, Supervisor Columbus, OH  Cameron Mitchell Restaurants/ Mar 2018 to Current   * Retained product, service and company policy knowledge to serve as resource for both coworkers and customers. * Mentored team members in mastering sales techniques to consistently exceed objectives. * Built and maintained effective relationships with peers and upper management to drive team success toward common sales, service and operational goals. * Prepared cash deposits up to $9000 with zero discrepancies. * Answered incoming telephone calls to provide information about products, services, store hours, policies and promotions. * Processed orders through invoices and coordinated product deliveries. * Resolved customer complaints and adjusted policies to meet changing needs. * Maintained knowledge of current promotions, exchange guidelines, payment policies and security practices. * Won store sales competition for Wine, resulting in Columbus Blue Jackets tickets |