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John Park

Fullerton, California

JohntPark



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Education

University of California, Irvine

Business Economics

June 2016

Skills

Javascript, React, React-Native, Git, Visual Studios, HTML5, CSS3, Node.JS, Web API, C#

Work Experience

Tesla, Inc.  
Owner Advisor

July 2017 – August 2018  
Buena Park, CA

- Assist in financial solutions, both leasing and financing and with personal or commercial, and suggested best routes
- Construct client base of over 175 clients and revenue stream of over \$20 million from sedan and SUV sales
- Provide excellent customer service to customers, leads and existing owners, to generate future referral business
- Achieved being top 5 Owner Advisors in California and top 10% in North America in 2<sup>nd</sup> quarter of 2018

Tesla, Inc.  
Product Specialist

June 2016 – July 2017  
Newport Beach, CA

- Enthusiastically educated and answered questions to all customers about the benefits of going electric and solar
- Identified future Tesla prospects, prepared sales prospects with a Sales Advisor with high probability of closing
- Provided high quality customer service to the existing Tesla owner community and prepare transitioning into another
- Helped to develop and expand a new way to market and sell cars to the community, both commercial and residential

ADP  
Sales Apprentice

April 2016 – May 2016  
Irvine, CA

- Build network, connections, and solutions via phone with key decision makers in a designated territory
- Support Outside Sales Representatives with developing and executing a cold calling strategy to target prospects
- Mine existing and prospective clients for referral business for future potential meetings and sale closings
- Cross-sell other ADP solutions(HR, Healthcare, 401K) to existing clients and upgrading current packages

Projects

Let Us Choose

Web Developer

- Web application developed with React, graphql, and Axios to automatically generate random restaurant to eat at

ProjectFortnite

Lead Producer

- iOS application developed with React Native and Axios to generate player's stats, depending on gaming console

myTutor

Software Engineer

- Web application using Redux, React, and Node.js to aid students in finding a tutor for their related fields around their location