

Michael Veiga

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4 Old Landing Rd.
Durham, NH
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EDUCATION

University of New Hampshire, Durham, NH
Bachelor of Arts
Major: Political Science
Minor: Spanish

Graduated May, 2017

CERTIFICATIONS / SKILLS

- **Programming Certification:** Full Stack Certification from UNH Coding Bootcamp (*currently enrolled*).
- **Programming Skills:** Proficient with HTML, CSS, Bootstrap, Javascript and jQuery.
- **Other:** Experience with Salesforce and all Microsoft Office programs on both Windows and Mac OS.

WORK EXPERIENCE

Johnson Controls, Nashua, NH

Spring 2018 – Spring 2020

Business Solutions / Commercial Account Executive

- Perform security reviews focused on helping customers protect their businesses, manage their security, improve their profitability and deter and document loss incidents.
- Drive market share as a Business Solutions Executive by selling life safety systems and services to new local commercial customers.
- Promoted to Commercial Account Executive after ten months, which added a territory and existing customer base to vocational responsibilities.
- Worked in conjunction with project managers, general contractors, customers and operations staff to complete projects on budget and in a timely manner.
- Maintain an in-depth knowledge of products and services, including new and upcoming technology, through in-house training and reading/research.

Vector Electrical and Controls Corp., Hollis, NH

Summer 2010 – Winter 2018

Electricians Apprentice

- Installed and maintained a variety of electrical devices that service commercial and residential communities.
- Coordinated the buying and installation of electrical equipment to facilitate the completion of jobs.
- Certified Generac Factory Service and Repair Generator Technician.
- Monitor deliveries, oversee client requests.

UNH Memorial Union Building, Durham, NH

Fall 2012 – Fall 2017

Sales Representative

- Interacted with students and customers in a professional manner in order to ensure high levels of customer satisfaction when selling tickets and concessions for university events.
- Facilitated the training and development of new employees by instructing new hires on the use of POS systems, inventory spreadsheets, and ticket/concession sales.
- Participated in monthly employee trainings to further develop Union staff skills. Trainings involved teamwork development, conflict resolution, customer satisfaction, and personal branding.

VOLUNTEER EXPERIENCE

Projects Abroad, Costa Rica

Summer 2013

Volunteer Laborer

- Worked with conservation professionals to determine health and well-being of primate and bat populations in Barra Honda National Park by observing and recording behavioral and population data.