

# William Utterback

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## Childcare

The Brittons - Houston, TX - November 2018 - October 2020

Nanny - I cared for my nieces Ellie and Emma for two years while my sister worked toward her Ph.D. Starting when Ellie was two years old and Emma was six years old. It was a full-time position and required all the skills that a person must have to assist in raising a child well. Namely, a lot of patience and love!

## Manual Labor and Cleaning

HTX Made - Houston, TX - November 2017 - November 2018

Shop Manager - Organized most of the workflow and workflow, helped implement lean manufacturing methodologies in a new carpentry business and further developed a "value-added" approach to manufacturing custom goods. Focused the staff on cleaning and making sure every machine was well-serviced and every workspace maintained. Helped the company move from a garage to a 1,200 sq. ft manufacturing floor space, organized work schedules and training for our carpenters and welders. Further advanced my own carpentry and welding skills. Offloaded thousands of pounds of rolled steel and lumber every week. Left HTX Made to help family.

Pico - Lubbock, TX - March 2011 to January 2012

Landscaper - I worked initially as a seasonal employee before being moved to a full-time position. I performed a number of jobs but mostly concerned with trash pick-up, buffing floors inside, and ground maintenance, which included edging, mowing, trimming, and some tree planting. Left to focus on school.

LISD - Lubbock, TX - April 2006 to January 2008

Landscaper - I started off edging mostly around the school perimeter and walkways, weed eater used heavily, and finally moved up to operating the batwings to mow the football fields. I really enjoyed the job, because we did a number of random tasks as well for each school. Accepted a job as a pharmacy technician, so I stopped landscaping.

## Sales

The Go Solution - Houston, TX - February 2016 to December 2016

Sales Associate - Working at The Go Solution I sold internet, TV, and phone services in a call center. I applied for a lateral transition to a developing business inside The Go Solution and received the job. There I helped reduce the monthly bills of members by working with their TV, phone, and internet service provider. I left for a three-month honeymoon where we drove across the US visiting places we always wanted to see.

Jared, the Galleria of Jewelry - Lubbock, TX - September 2013 to August 2014

Sales Associate - I sold high-end timepieces and Le Vian Collection jewelry. Merchandise values anywhere from \$500 to \$10,000. I achieved six for six of my sales goals three months in a row - the only person in the store to do so. I worked in the Lubbock, TX department for a little less than a year working up from a part-time Sales Support to a full-time Sales Associate. I left my job at Jared, the Galleria of Jewelry to move to Mississippi where my wife attained her Master's in Biology at the University of Mississippi in Oxford, Mississippi.

Dillard's, Inc - Lubbock, TX - January 2012 to October 2013

Sales Associate - While working for Dillard's I sold male apparel, and worked primarily out of Men's Denim. I achieved my yearly sales per hour quota to attain a raise twice while working in the Lubbock, TX department store for

my two years there, grossing over \$325,000 in sales per year. I left my position at Dillard's due to a conflict of interest while working part-time for Jared, the Galleria of Jewelry.