

A. David Marshall

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A detail-oriented, passionate Sales and Customer Service Representative, with over 10 years of diverse experience. Expertise in prospecting new customers, driving sales, exceeding sales goals, and providing exceptional customer service. Responsible for developing relationships with internal/external clients to enhance productivity and increase ROI. Dedicated to exhibiting ethical behavior and for exceeding organizational goals for optimal end results. Excellent communication skills and ability to present forward-thinking solutions in complex situations. Technical knowledge of Microsoft Office applications.

Core Competencies

<ul style="list-style-type: none">• Team Building & Leadership• Excellent Time Management• Customer Oriented• Creative Problem Solving• Detail-Oriented	<ul style="list-style-type: none">• Strong Verbal/Written Communications• Typing Speed of 60 WPM• Proficient in Microsoft Office• Strategic Planning	<ul style="list-style-type: none">• React• JavaScript• HTML• CSS• Python
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Professional Experience

Home Education

June 2022 – Present

Teaching myself Computer Science

- Teaching myself Python3, JavaScript, React, HTML, and CSS through online courses and documentation full time.

UPS, Romoland, CA

Oct 2021 – Jan 2022

Oct 2020 – Jan 2021

Seasonal Personal Vehicle Driver

- Organized packages to create the most optimal route for myself.
- Delivered packages using own vehicle, assisted by the UPS Navigation app.

Danza Del Sol Winery, Temecula, CA

May 2017 –

May 2020

Sales Associate / Wine Pourer

- Developed and maintained positive relationships with new and existing guests.
- Provided superior service while taking each guest on an educational adventure.
- Sold and explained the benefits of the wine club membership while selling the wine, merchandise, and events to ultimately give our guests a reason to return.

Pikul Inc. General Contracting, Canyon Lake, CA

Jan

2017 – May 2017

Architectural Designer

- Learned the basics of CAD, a computer aided drafting program, under the instruction of a supervisor.
- Went out on job sites for on-site research.
- Submitted drafts for new and existing buildings to the state for permit approvals.

Mira Monte Winery, Temecula, CA
Feb 2017

Oct 2015 –

Busser / Bistro Server

- Washed dishes and bussed tables for 3 months until promoted to Bistro server.
- Sold and explained the benefits of the wine club membership while providing quality table side service.
- Promoted special dishes and selected wines.

Mount Palomar Winery, Temecula, CA

July 2015 – Oct 2015

Cashier / Wine Pourer

- Set up and break down of events such as concerts, wine club dinners, weddings, and other functions.
- Sold and explained the benefits of the wine club membership while selling the wine, merchandise, and events to ultimately give our guests a reason return.

Journey at Pechanga, Temecula, CA

June 2010 –

May 2015

Golf Service Assistant

- Greeted customers and provided four-diamond service to all guests.
- Prepared and maintained golf course and related equipment.
- Used active listening and decisive reasoning to diffuse challenging situations.
- Serviced an elite group of high-profile clients, including celebrities and political dignitaries.