

SOLOMON WOODS

CUSTOMER SERVICE AND SALES REPRESENTATIVE 📍 JACKSONVILLE, FL, 32256, UNITED STATES 📞 3127204165

◦ DETAILS ◦

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Jacksonville, FL, 32256
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3127204165

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◦ SKILLS ◦

Communication

Communication Skills

Empathetic

Ability to Work in a Team

Leadership

Effective Time Management

Fast Learner

Flexibility and Adaptability

Computer Skills

◦ HOBBIES ◦

In my spare time, I enjoy a wide range of hobbies. I have recently engulfed myself in Youtube videos and just overall researching how to be a web developer to pair with my class I'm taking at Northwestern. I've also begun planning a podcast with my cousin. Some other hobbies are meditating, reading from time to time, and exercising.

👤 PROFILE

My working career has been made up of all customer service-related roles. I have 10+ years of experience in customer service-based roles, ranging from retail/over-the-phone/food sales, as well as customer support.

📁 EMPLOYMENT HISTORY

Barista at Jewel-Osco, Clarendon Hills

October 2020 — Present

- Operated cash register in a fast-paced work environment
- Accounted for all inventory within the department
- Receiving and organizing newly received products
- Responsible for all opening and closing procedures

Sales Executive at Acquirent- Craftjack, Evanston

July 2019 — March 2020

- Handled inbound prospects looking to bring in more clients for their business
- Built value in our specific way of improving how they can find new business
- Analyzed potential clients preferred services provided, would assist them in the setup of account
- Assisted in any account management related tasks post account setup

Senior Security Consultant at Brinks Home Security, Evanston-Chicago

January 2019 — June 2019

- Handled inbound prospects looking to protect their homes/businesses
- Highlighted our companies specific way of handling emergencies
- After analyzing potential clients wants and needs, build out an effective security solution
- After the purchase of a system, kept contact with customers for new prospects as well as issues

Sr. Sales Representative/Retention Specialist at Endurance Warranty, Chicago

August 2017 — September 2018

- Analyzed the prospect's needs for a vehicle warranty by utilizing budget and lifestyle considerations
- Pitched to prospective clients daily to increase overall business revenue
- Oversee consumer account information for accuracy and business development purposes
- Maintaining consumer relationships through saving potential loss of clients and business

Logistics Account Executive at Total Quality Logistics, Chicago

August 2016 — November 2016

- Organized transportation of full truckloads across the United States
- Maintain excellent communication with carriers/customers throughout transport
- Engaged in rate negotiations with carriers and customers to ensure the highest profit for the company
- Worked at a fast pace in a multi-faceted environment to stay ahead of schedule

Part-Time Associate/Barista at Jewel-Osco, Countryside

November 2014 — June 2016

- Operated cash register in a fast-paced work environment
- Accounted for all inventory within the department
- Receiving and organizing newly received products
- Responsible for all opening and closing procedures

Sales Associate/ Co-Assistant Manager at Foot Locker, Chicago-Skokie

July 2010 — January 2016

- Responsible for selling all store merchandise
- Organized and verified inventory on the sales floor and in the stockroom
- Maintained all opening and closing store procedures
- Communicated daily sales goals with team and how to reach them
- Prepared all nightly financial reports



EDUCATION

Computer Science, Northwestern University, Evanston

January 2021 — Present

High School Diploma, Evanston Township High School, Evanston

September 2008 — June 2012



REFERENCES

- References available upon request



COURSES

Computer Science-Coding , Northwestern University

January 2021 — Present



EXTRA-CURRICULAR ACTIVITIES

- June 2021 — June 2021