

Tazmond R. Merchant

706.975.0869 | tazmerch@gmail.com | <https://github.com/TazMerch>
11375 Oyster Creek Road Jacksonville, FL 32218

Skills

- | | | |
|--------------|--------------|------------|
| • HTML | • Node.js | • React.JS |
| • CSS | • Bootstrap | • Pycharm |
| • Javascript | • Git/Github | • Python |

Projects

Real Estate Website

Self Taught, designed and built tpxrealty.com from the ground up without bootstrap or any other frontend toolkit.

- HTML & CSS –
- Javascript –

Work Experience

FIS Global - Vendor Enrollment Multiples Specialist

July 2021 - Present, Full Time, Jacksonville, FL

- Qualifies leads, identifies decision makers, determines customer needs, explains product/service alternatives, recommends most suitable products/service(s), identifies features and benefits, overcomes customer objections and closes the enrollment.
- Enter text and figures into company spreadsheets and/or databases.
- Handle confidential information and data.
- Maintain a database by entering new and updated customer and account information.
- Determine best alternative methods for existing vendors to receive invoicing if the vendor declines virtual credit card payments.
- Operated with minimal supervision to exceed daily call volumes, emails, and surpass monthly team goals.

FIS Global - Revenue Specialist

December 2019 - July 2021, Jacksonville, FL

- Managing a high volume of outbound and inbound calls and emails.
- Prospecting for new business opportunities.
- Articulating the value proposition of the solution set to prospective customers.
- Assisting account managers / sales reps with existing clients where applicable or for assigned target marketing campaigns.

The Property Experts Realty - REALTOR

February 2021 - July 2022, Jacksonville, FL

- Find and screen tenants for rental properties
- Photograph the property, inside and out.
- List the property on the local Multiple Listing Service.
- Supervise and/or schedule property showings and open house events.
- Prepare comparative market research analysis.
- Draft and prepare documents, such as offers, contracts and closing statements.

Sprint / Maycom Communications - Team Lead

May 2016 - December 2019, Saint Johns, FL

- Coach and develop store team members.
- Maintain store compliance.
- Exceed sales and service objectives by providing world-class service to customers.
- Engage customers to identify their needs and match them to the provided products and services.
- Present the products and services effectively.
- Maintain positive relationships with internal and external customers and comply with company operational requirements.

RaceTrac Petroleum Inc - Shift Manager

January 2013 - February 2016, Saint Augustine, FL

- Coach and develop store team members.
- Ensure the store is clean and well maintained.
- Stock shelves and coolers. Perform routine maintenance and repair equipment.
- Update prices and post new signs to reflect monthly promotions and sales opportunities. Receive vendor deliveries.
- Create grocery orders.

Education

Allen D. Nease High School

- 2010 - 2012
- Highschool Diploma
- Ponte Vedra, Florida

St John's Technical High School

- 2009 - 2010
- Information Technology Certification
- St. Augustine, Florida

Interest

Software Development, Architectural Visualization, Deep Learning, Video Game Development, Photography, videography and sound engineering.