

## EDUCATION

### University of Central Florida

*Bachelor of Science in Psychology*

Minor: Cognitive Science

### Valencia College

*Associate of Arts Degree*

## Professional Experience

### VERIZON - SMB Product Specialist - 2019 - Present

- ☐ Partnering with internal resources and leaders to scale performance
- ☐ Identifying problems and opportunities to create solutions across internal channels
- ☐ Leading and developing representatives across different channels

### VERIZON - Bus Development Representative SMB 2018 - 2019

- ☐ Generated sales opportunities by sourcing leads
- ☐ Collaborated with Sales Partners and Managing Partners on strategies to increase revenue
- ☐ Lead a positive working culture and environment while exceeding goals

### SPRINT - District Manager 2017 - 2018

- ☐ Led the creation and managed operations for a new channel in the company
- ☐ Managed a district of corporate location and employees
- ☐ Created new training guidelines, classes, workshops and implemented new methods to grow revenue and profitability while maintaining a positive culture

### SPRINT - Store Manager 2017 - 2017

- ☐ Led and trained a sales team to exceed goals and maximize brand awareness
- ☐ Developed employees to their full potential and created a positive work culture

### SPRINT - Assistant Market Manager 2013 - 2017

- ☐ Assisted District Manager in daily duties and responsibilities
- ☐ Overlooked 9 locations, ran daily meetings and were responsible for inventory and hiring

### AT&T - Premise Technician 2009 - 2012

- ☐ Installed IPTV over cat5 and coax cable in residential and commercial buildings
- ☐ Managed a crew of 15-20 technicians, overlooked safety and schedules

### AT&T - Outside Plant Technician 2007 - 2009

- ☐ Team leader and point of contact for the team
- ☐ Worked on live copper cables and terminals and enclosures up to 45 feet

### Atlantis Aquariums - Store Manager 2005 - 2007

- ☐ Managed an exotic animal and aquarium store with a team of 3 employees
- ☐ Responsible for all store operations and customer satisfaction

## Skills

- ☐ Understand and speak some Spanish
- ☐ Experienced Leader and teambuilder, creating positive environments.
- ☐ Programming using C++, HTML, SWIFT, JavaScript, and Full stack development.
- ☐ Proficient in Excel, Word, PowerPoint, Outlook, OSX, iOS, Android, Linux, and Windows

