

## SUMMARY

- Trilingual in English, Spanish, and Italian
- Strong communication and organizational skills
- Exceptional customer service skills
- Creative and innovative problem solver
- Intermediate knowledge in Ruby on Rails, HTML, CSS, JavaScript, and React.
- Highly motivated and eager to learn

## WORK

**Alvaro Fitness** May 2015 - Present

### Business Owner/Trainer

- Designed fitness transformation plans for clients
- Trained clients professionally and effectively to help them reach their health and fitness goals
- Sold over \$136,000 of training sessions and healthy meals in 2016
- Managed 20 clients' accounts such as invoices and balances through QuickBooks
- Communicated with clients to organize weekly training schedules effectively

**Hanover Company** March 2014 – May 2014

### Apartment Leasing Consultant

- Answered all incoming phone calls professionally and converted prospective residents from phone traffic into physical traffic and finally sales
- Helped lease the apartment community to 98.00%
- Walked the property daily and reported any liability problems immediately
- Prepared all traffic reports, guest cards, etc., as required by Hanover
- Recorded all traffic, leases, move-ins, move-outs and renewals on the required forms or in the system

**Enterprise Rent-a-Car** October 2013 – March 2014

### Management Trainee

- Worked as a team in order to successfully help run a branch with over 300 rental cars
- Sold protection products in order to increase branch revenue
- Managed the maintenance schedule of cars in order to keep them within compliance
- Provided exceptional customer service in a fast paced environment
- Made outbound calls to collect outstanding balances
- Contacted insurance companies to set up direct bills and request rental extensions for customers

**C.L.A.S.S Inc.** April 2013 - September 2013

### Sales and Marketing Specialist

- Traveled throughout the United States consulting with property management companies and increasing their traffic and occupancy
- Converted prospect inquiries into traffic and traffic into daily sales
- Leased a client's property close to a 100%
- Designed, created and distributed marketing materials - print and digital
- Communicated effectively with on-site staff in order to build and maintain strong relationships
- Knowledgeable about the product being sold as well as competitors' products in order to overcome objections and make the sale
- Adapted to different environments and situations quickly

## LEADERSHIP

**Enactus, President** August 2012 - December 2012

- Developed and proposed a community service project to positively impact the lives of poor children in Peru and Milledgeville, Georgia
- Coordinated the import and pre-sale orders of hand made shoes from Peru to be sold throughout the United States
- Led weekly meetings for up to 15 members

## INTERNSHIP

**Athgo International, Outreach Associate** May 2012 - August 2012

- Reviewed and researched universities from around the world to compile a database of business, economics and IT faculty for the organization's entrepreneurial conference invitation list

## EDUCATION

**Tech Talent South** June 2017 - August 2017, February 2018 - Present

Ruby on Rails Boot Camp, JavaScript Boot Camp  
(<https://github.com/alvarodltp>)

**Georgia College & State University**, Milledgeville, GA December 2012

BBA Management Minor: International Business

**University of Milan**, Milan, Italy August 2011

**University of Siena**, Siena, Italy June 2011 - July 2011