**Aaron Michael Jorgenson**

3821 W Mariposa Grande Glendale, Arizona 85310

Aaron.Michael.Jorgenson@gmail.com | (602)334-7608

http://aaronjorgenson.com

I've spent the last five years working hard and succeeding in the sales industry only to find that something was missing. I never felt joy or sense of accomplishment in what I did. For it all, I learned two important lessons: how to deliver on time as a manager, and that the key to success is a team with a focused vision. I have always had an interest in computers and understanding what makes things tick. For the past year and a half I explored this path; learning the tools, networking with successful developers, and researching career paths. I'm looking for a team-centered environment that challenges and provides paths for growth. Please consider me for your team.

**Programming Experience**:

* C# 5.0 1 years
* .NET MVC 1 years
* CSS 1.5 years
* HTML 1.5 years
* Javascript 1.5 years
* SQL 2012 1 years
* cqrs 0.5 year
* Webapi 1 years
* N-tier 0.5 years
* KnockoutJS 1 years
* NodeJS 0.5 year
* Git 1 year
* MongoDB 0.5 year

**Education**

Arizona State University – Tempe, AZ

*Bachelor of Science in Business Management (2010)*

GPA: 3.25/4.0

**Professional Experience**

Frito-Lay - Phoenix, AZ Jan 2011 – Current

***Sales District Leader***

Manage a team of 12 individuals, delivering top ranking performance year-to-date in total sales and market conditions through motivational leadership and a collaborative team environment. Develop weekly plans of action for my team based off of regional initiatives and zone direction. These plans measure progress, promote accountability, and create further discussion on how to improve processes. Daily interact with store management to discuss business needs and strategize potential solutions, given time constraints and budget.

**Key Takeaways:**

* Learned to collaboratively work as a team and delivery results through effective communication.
* Regularly translated customer needs into step-by-step action plans for my team to execute.
* Delivered high sales performance for my customers through careful planning and regular follow-up.

Starbucks Coffee Company – Phoenix, AZ May 2009 – Jan 2011

***Shift Supervisor***

Managed a team of 4-5 baristas in a high traffic store where communication and teamwork were crucial elements to success on a daily basis. Clearly and effectively communicated daily tasks to individual baristas in order to delegate work, promote efficiency, and ensure that every member had an important part to play in the daily operation. Approached opportunities collaboratively as a team to arrive at solutions together through effective group discussion.

**Key Takeaways:**

* Learned that an effective team is crucial to meeting service windows.
* Increasing efficiency by daily assigning roles/tasks to every team member.

**References**

Available upon request.