**Brandon Chang**

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**EDUCATION**

**Naugatuck Valley Community College**, Waterbury, CT **Presently still pursuing**

**WORK EXPERIENCE**

**Trinity Solar, Cheshire CT July 2021 – August 2021**

*Solar Representative*

* Generate interest in a product for people who aren’t interested in the slightest at first
* Perform a professional, friendly, and fun pitch
* Persisted through rejection from door to door but maintaining a positive mindset and demeaner
* Generated leads from door to door, through professional and fun conversation
* Managed personal territory, as well as managed and categorized all potential clients in area as interested, not interested, potential call backs, and Warm Transfers (Signed up for demo)
* Personable with client, professional call back and follow ups.
* Generating genuine interaction to maintain a positive presence in neighborhood, (Ex. After receiving a warm transfer from a hesitant client, stayed a little longer with him to just build trust and stayed after a little bit to teach him guitar. He ended up going solar and contracting.)
* Being pro- active the previous nights to set up routes and call backs in advance
* Recalling every interaction in territory

**Bridgeport Shooting Range,** Bridgeport, CT **January 2018 – July 2021**

*Firearm’s Instructor*

* Instruct large & private groups of individuals in the utilization & safety of firearms
* Fluently communicate with a wide environment of individuals from different ethnic backgrounds in order to ensure proper informational flow
* Authorize sales of firearms

**State Health Department of Rhode Island,** Rhode Island, NY **February 2020 – December 2020**

*COVID-19 State Response Team Leader*

* Lead a team of Airman & Soldiers to quality check numerous COVID-19 cases by the usage of Sales Force software
* Oversaw the production environment of creating case files, enabling high accuracy with data entry
* Ensured welfare to the public by enabling informational flow between civilians & military personnel
* Lead in the training of contact tracing for over 100 Airman & Soldiers, with intentions of enhancing the data in Sales Force & identifying discrepancies in data sets
* Enforced the guidelines for the reopening of school for grades K-12
* Contacted civilians who may have or have come into contact with others who had the COVID-19 virus, in order to record in Sales Force for contact tracing

**Vitamin World**, Meriden, CT **September 2017 - June 2018**

*Store Manager*

* Managed inventory & expense control to provide an exceptional customer experience
* Developed work schedules & payroll for all employees working at the store
* Obtained & displayed knowledge of all products in store, in order to increase the sales of certain products
* Trained and assessed performance of sales associates in all aspects of the business to ensure skillset, product knowledge and operations skills were achieved

**Soldier Solutions,** Wallingford, CT **July 2016 - June 2017**

*Contractor*

* Directed the sales of patriotic merchandise, in order to raise awareness for homeless & combat wounded veterans
* Traveled along the east coast to attend public events, where merchandise was advertised and sales were executed

**CERTIFICATIONS & AWARDS**

**Advanced Mountain Warfare School February 2019**

* Excelled in the training of medical training and navigation through mountainous terrain and as well construct multiple pulley and rope systems to haul or lower patients, troops or gear.
* Polishing further ice climbing and rock-climbing skills.
* Search and rescue training for avalanche situation

**Basic Leadership Course January 2018**

* Learned to effectively managed team building, leadership & organization

**Basic Mountain Warfare School October 2018**

* Learned basics of rope knowledge
* Winter survival training

**EMT Certification July 2018 - July 2020**

* Certified to work as an EMT in the state of Connecticut

**First Aid & CPR & AED Qualified July 2018**

* Received certification in the training of First Aid, CPR & AED

**NRA Instructor Certified (MONTH)2019**

* Certified by NRA to teach basic firearms class

**SKILLS**

Computer: Microsoft Office, Quick Books, Sales Force

Languages: Fluent in speaking Spanish

Guitar:

* 10 Years of experience
* Self-taught originally then learned from multiple professional sources.
* First job in the army was a 42R (Guitarist for the official U.S Army band)
* Taught multiple friends’ family and strangers from scratch who play proficient currently and grasp basic music theory.
* When teaching able to build packets for students personalized to each individual with their current goal in mind.
* Able to explain in detail how to compose and build song structure
* Acoustic/Electric
* Able to explain basics into home recording and mixing with Software such as Reaper, and FL Studios.
* Able to explain for live settings how you want to set up rigs and equipment for different venues