



Paul Sauchelli

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SKILLS

- Python
- SQL
- R
- Excel, Powerpoint, Word
- Statistical Analysis
- Data Visualization
- Data Cleanup and Manipulation
- Business Intelligence
- Economic Modeling

PORTFOLIO

<https://github.com/sauce65?tab=repositories>

EXPERIENCE

Remodeling Consultant

Power Home Remodeling Group, Denver, CO —
2016-present

- Power Home Remodeling is a leading sales and marketing organization, as well as one of the largest contractors in the country. At Power, I learned to sell at an advanced level by focusing on developing a bond with the customer, and by showing them that I am also a human being and not just another salesman.
- Power is a heavily data-driven company from top to bottom.
- Working for Power expanded my horizons from just foundation repair and basement waterproofing to windows, doors, siding, roofing, attic insulation, and gutters.
- My experience here has taught me that sales is truly a counselling process and the best salesmen are never pushy, but use rapport with the customer to help them feel comfortable and guide them through a difficult decision.

Accomplishments

- Developed subject matter expertise in the products and services I was selling.
- Offered useful mentorship and guidance to new and struggling sales representatives
- Developed a reputation for selling “clean” projects through a strong attention to detail and by setting clear and honest expectations for the customer.

Design Specialist

Peak Structural Inc., Denver, Co — 2015-2016

- This job was completely outside my comfort zone. I was tasked with traveling to people's homes and using advanced techniques to diagnose structural and waterproofing problems with the home. Once the problem was diagnosed, my role was to educate the homeowner on the cause of the problem, the way to solve it, and finally to counsel them through the process of investing the funds to get the work done.
- I also maintained a relationship with the homeowner as their point of contact throughout and after installation, and performed some project management roles.
- It was with Peak Structural that I learned the world of home remodeling, engineering, basic soil science, the intricacies of home construction, project management, and in-home sales.
- This was extremely hard work and I developed a dogged work ethic that serves me well in everything I do.

Device Specialist

Verizon Wireless, Denver, CO — 2013-2015

- Worked in front line retail, resolving technical issues with customer's devices, educating them on how to get the most value from their products, ensuring accurate billing, providing customer service, and always capitalizing on opportunities to add new products and services to the customer's technological ecosystem.

Accomplishments

- Was acclaimed as a persistently high performing salesperson with great customer rapport. Won sales contests and promotions regularly.
- Achieved high proficiency in using and troubleshooting mobile technology.

Financial Representative

Northwestern Mutual, Paramus, NJ — 2012-2013

As a financial planning professional I used cutting-edge analytical tools and the guidance of world-leading experts to help individuals, families, and small businesses achieve financial security through proven long-term financial strategies.

Accomplishments

- Mastered the application and sale of complex financial services to clients of all demographics.
- Achieved sales activity quotas in the top 10% of peer group.
- Coordinated with other professionals across the East coast.
- Learned the ups and downs of being self-employed and found the value of being accountable, reliable, and organized.

EDUCATION

Saint Mary's College of Maryland
B.A., Economics — 2007-2012

As a student of Saint Mary's College, I studied Biochemistry and Economics, ultimately leading to my degree in Economics. My main interest was in behavioral economics and economic analysis.

REFERENCES

Paul Schroeder (720) 345-1258
Kevin Kellar (240) 308-2029
Andrew MacFarlane (973) 216-5608
Keegan MacGregor (303) 549-1257
Kevin Doyle (708) 341-9505
Patrick Soldow (720) 236-7305