

Cameron D. Campbell

12845 SW 47th ST Miramar, FL , 33027 | (954)253-8799 | CameronDanielCampbell@gmail.com

EDUCATION

Ironhack, Miami FL (remote)

Oct 2020-Jan 2021

Full-stack Web Development Student

- Learned full stack web development by creating full blown real world projects such as a portfolio, web game, ...
- Work together with classmates to deploy functional websites.

University Of South Florida, Tampa FL

Jun 2015-Dec 2016

Criminology Major

- Maintained 3.0+ GPA
- Student Athlete (football)
- Contributed to multiple community service projects including helping build a playground and re-painting a community center for children in a impoverished neighborhood.

Charles W Flanagan HS, Pembroke Pines FL

Jun 2011-Dec 2015

Student

- A part of the web development program focused on front end projects using HTML & CSS, as well as DreamWeaver.
- Student Athlete (captain of football team).

EXPERIENCE

ELMS, Miami Lakes FL

Oct 2019-Oct 2020

IT Marketing and Sales (8x8 Cloud Communications)

- Conduct business to business sales of cloud communication platform.

- Efficiently be able to understand and explain the benefits, pitfalls, and features of 8x8 VOIP and PBX systems to decision makers such as CEOs, CTOs, CFOs, IT managers.
- Work in a high stress, competitive environment to meet deadlines, and weekly goals.
- Effectively use CRMs such as Salesforce to log interactions with prospects.
- Overcome objections put forth by prospects and conduct an acknowledge, inform, invite cycle.

Footlocker, Miramar FL

Jan 2019-Oct 2019

Sales Lead/Manager

- Review sales reports, and communicate with other management and sales associates goals and expectations.
- Implement practices to boost overall email capture rate of customers.
- Assist customers and provide a memorable experience to create repeat customers.

AutoNation Chevrolet, Pembroke Pines FL

Mar 2018- Nov 2018

Sales Professional

- Efficiently work with management and other associates to deliver vehicles to customers in a timely manner.
- Responsible for e-com outbound calls to potential customers and setup appointments and build rapport.
- Answer incoming sales calls in a professional manner and transition those callers into appointments and buyers.

Chipotle Mexican Grill

Jul 2016-Feb 2018

Crew Member

- Contributed in the morning prep at multiple positions, including stocking produce shipments.
- Greet customers with a vibrant positive attitude, and answer any food safety questions the customer may have.
- Deliver customer orders and requests in a timely manner and keep the restaurant to cleanliness standards.

Certificates

- Microsoft Office
 - Word
 - Excel
 - Powerpoint
- __Adobe Photoshop
- __Dreamweaver
- ServeSafe food safety