

Chris Pesar

7 Glenberry Ct Phoenix Md, 21131
Phone: 410-404-7531 E-Mail: Cpesan1@gmail.com

Core Competencies

- Dynamically motivated professional with extensive sales and managerial experience
- Impeccable knowledge of customer service operations, needs assessment, and account management
- Solid communication, time management, organizational, and leadership skills
- Extremely energetic, dependable, and self motivated with a high degree of collaborative work integrity

Experience

Burton Snowboards, Park City Utah

January 2020-Present

Assistant Manager

- Manage day-to-day operations including: opening and closing the store, cash register operations, deliveries, merchandising new inventory
- Greet every guest as they enter the shop
- Utilize a consultative sales approach to uncover guests needs leading to a sale
- Utilize marketing strategies to drive business to our demo department

Keller Williams Gateway, White Marsh MD

June 2018-Present

Licensed Realtor (Referral)

- Proficient in contract writing, negotiation, market research, and client analysis
- Utilize a consultative sales approach by interviewing clients to develop a plan to accomplish their goals
- Maintain a high level of customer service and integrity while achieving sales expectations

Enterprise Truck Rental, Arbutus MD

April 2015-August

2018

Senior Account Specialist

- Responsible for day-to-day management duties
- Teach, train, and develop new account specialists
- Develop marketing strategies to generate new business while maintaining a high level of customer service
- Reduce operating costs by utilizing multiple shops and vendors to perform truck repairs and scheduled maintenance

Wavedancer Board Shop, Hunt Valley MD

Jan 2012-July 2015

Sales Associate

- Utilized a consultative sales approach to uncover customer needs which would lead to a sale
- Applied digital marketing strategies to aid sales using Facebook, Twitter, and Instagram
- Served as a troubleshooter when problems arose

Rascals Board Shop, Ellicott City MD

Feb 2008-Jan 2012

Store Manager

- Responsible for writing product orders, opening and closing the store, as well as the day to day responsibilities of running a business
- Attended trade shows to see future product lines
- Implemented successful advertising promotions through social media and digital marketing using Facebook, Twitter, Instagram, and the store's website
- Organized events and competitions in the community to drive traffic and aid in the store's growth

Volunteer

[Maryland Food Bank, Baltimore MD](#)

Dec 2013-Dec 2018

- Prepare and package pre-made meals for those in need
- Assist managers with daily duties

Education

[Towson University, Towson MD](#)

Bachelor of Science, Business Administration

Concentration: Marketing

Skills

Proficient in Microsoft Office Suite

Knowledge of both Mac and PC uses and functions

Exceptional customer service and managerial skills

Ability to work in both team and individual settings