

# Chris Pesar

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## 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 2018

April 2015-August

#### *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