

# DANIEL CHAVEZ

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dchavez3395.github.io/My-Portfolio/

## Professional Summary

Goal oriented, with years of experience with client work, and negotiating complex issues

I enjoy working individually as much as working as a team.

I'm motivated to work in fast paced environments and I'm not afraid to step up to a challenge.

## Skills

- Fluent in both English and Spanish
- HTML
- CSS
- JavaScript
- jQuery
- Data entry
- Problem Solving skills
- Critical thinking skills

## Work History

### Special Finance Manager

Nov 2018 - Jul 2021

Birchwood Credit

Winnipeg, MB

- \* Built strong client relationships and provided high value-adding services.
- \* Interviewed clients, verified Credit history and offered options based on their situation.
- \* Wrote, negotiated and finalized Sales Contracts
- \* Emphasized product features based on customer's needs

### Sales Consultant

May 2015 - Nov 2018

Birchwood Nissan Brandon

Brandon, MB

- \* Bronze Nissan Club Excellence Winner for 2016
- \* Highest closing ratio in the store for 2016-2018
- \* Identified and qualified client's needs, developed sales strategies and negotiated profitable projects with a high success rate.
- \* Provided repeat clients with exceptional care and attention.

### Insurance Sales Agent

Jul 2014 - Apr 2015

Combined Insurance

Brandon, MB

Assisted potential clients with Insurance policies based on their needs

Maintained knowledge of current policies, payouts, and promotions of Insurance Policies in

Manitoba.

Worked Alone and as a team and engaged with clients with a sincere and friendly manner.

Contributed to team success by providing a high closing ratio of policy sales.

## **Education**

### **High School Diploma**

Crocus Plains Regional Secondary

Jul 2013

Brandon, MB

## **References**

Cierra Waddell-Hodgson

General Sales Manager

Birchwood Nissan Brandon

Phone: 204-573-7460

Brady Sobering

Sales Manager

Birchwood Nissan Brandon

Phone: 204-612-2497

Cory Creighton

Finance Manager

Birchwood Nissan Brandon

204-724-7225