

## **Danny B. Pulliam**

Mebane, NC 27302

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### **EDUCATION**

North Carolina Central University Durham, NC

Bachelor of Business Administration - Concentration in Management, Graduation: May 2019

Piedmont Community College Roxboro, NC

Applied Science in Business, Graduation: May 2016

IT Certified Computer Technician

### **EXPERIENCE**

Self Employed, Mebane, NC

**Umpire**, May 2005- Present

- Umpire High School, Travel, Showcase, and Junior College
- Officiate 350 games a year
- Travel east coast 9 months of the year officiating baseball
- Enforce all rules in Federation Rule Book
- Demonstrate leadership qualities throughout the game

Piedmont Community College Roxboro, NC September 2013- April 2014

**Data Entry**

- Completed data entry, tracked resumes, and maintained the applicant tracking system
- Immediately reported any problems and discrepancies to supervisor
- Reorganized documents in correct order to expedite the hiring process
- Maintain accurate customer database

Pepsi Bottling Ventures Winston Salem, NC June 2008- May 2011

**Driver**

- Completed 20-25 stops a day by choosing the best and most efficient routes to ensure prompt delivery and to reduce additional expenses
- Drove company truck for intra-state pickups and deliveries
- Resolved customer complaints and requests before escalating to managers
- Consistently met all deadlines
- Assisted in the organization of store-wide events, including sales, fundraisers, and special promotions

D&L Underground Roxboro, NC July 2006- May 2008

**Crew Leader**

- Supervised, trained, and motivated a crew of 3 staff members
- Received a grade of 90% or better on all installs
- Resolved and documented operational issues and changes immediately to reduce loss
- Developed and executed layout and processed 10 installations of electrical wiring and fixtures daily based on job terms and city regulations
- Consistently met the needs of the customers by demonstrating strong communications skills resulting in positive relationships and repeat customers

Crystal Clean Durham, NC January 2004- May 2006

**Customer Service and Sales Rep**

- Service Machines and Sales (10-15 stops daily)
- Cold Calls (5-10) daily
- Built a strong relationship with customer base to keep the business
- Exceeded sales goals each month with outstanding service to each customer
- Always available to customers for any questions, concerns, or issues and followed through with solutions
- Logged reports, expenses, receipts and sales documents into digital database

#### **Activities**

- Dean's List 2014, Piedmont Community College Roxboro, NC
- Presidential List 2016, Piedmont Community College Roxboro, NC
- Dean's List 2017-2018, NCCU Durham, NC
- Accounting, Human Resources, and Retail Marketing
- Volunteer coach YMCA Burlington, NC
- Volunteer hours NCCU Durham, NC

#### **Special Skills**

- Microsoft Office Excel, Word and PowerPoint; Adobe Reader, and PowerPoint