

Alfonso J Zavala

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Professional Profile

Account executive and technology driven service provider seeking to expand and apply knowledge obtained through higher education, personal experience and project management. Speak Spanish with fluency and understand that customer satisfaction is crucial for company preservation and growth.

Experience

Sales Executive/Account Manager January 2015 to June 2015
Unified Media, Ball State University-Muncie, Indiana

- Built, reinforced and maintained customer relations inherited from senior representatives while perpetuating customer satisfaction by fulfilling requirements acquired through a needs analysis
- Proposed and executed ad insertion to best fit customer needs as observed through the needs analysis
- Prospected and signed new clients to ensure company prosperity

Education

Miami International University of Art & Design Miami, Florida
Bachelor of Visual Arts
Graphic & Web Design Graduation Date: Summer 2018

Florida International University Miami, Florida
Bachelor of Science in Business
Majors: Accounting Graduation Date: Transferred
Information Systems &
Graphic Design

Ball State University – Miller College of Business Muncie, Indiana
Bachelor of Science in Business
Majors: Accounting Graduation Date: Transferred
Information Systems &
Graphic Design

Student Involvement

Delta Sigma Pi – Epsilon Xi VP of Corporate Sponsorship
VP of Pledge Education

- Aided the planning of a professional, fundraising, community service, and social events as part of the pledging process
- Organized, supervised and worked together with other officers in the pledge class in addition to the fraternity to educate and prepare new pledges to become brothers and leaders in our organization