

# Gabriel R. Vasquez

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## SKILLS AND COMPETENCIES

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MS Office Proficient | Exemplary Active Listening & Communication Skills | Team Player & Community Builder | Adheres to Communication Procedures | Creative Problem Solver | Exceptional Conflict Resolution | CRM | Cross-Platform Support | Data Collection & Quoting Software | AMS

## RELEVANT EXPERIENCE

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**Planned Career Break** | *Caretaker*, October 2019-2021; October 2022 - Current

- Effectively managed both medical and financial matters while serving as caregiver and estate manager for terminally ill father.

**Sales Licensed Broker Health Agent**, Orlando, FL | *HPOne*, December 2021 - October 2022

- Identified unique client needs, matched tailored insurance plans by conducting in-depth Medicare insurance sales needs assessments via phone, handling inbound and outbound leads.
- Expertly educated clients about Medicare options and guided them through plan selection and enrollment while demonstrating unwavering commitment to skillfully closing sales and accurately underwriting policies, ensuring precise application completion.
- Consistently exceeded daily, weekly, and monthly sales targets as I strove to brighten people's days with my positivity.

**Estimator**, Wimauma, FL | *Sosa Sod*, 2018 - 2019

- Built and maintained strong relationships with clients by understanding their unique landscaping requirements and providing tailored solutions. Applied exceptional communication and interpersonal skills to address client questions, concerns, and preferences, fostering trust and customer loyalty.
- Proficient sales techniques including effective persuasion, negotiation, and closing strategies, and secured contracts that aligned with both the customers' needs and company's goals.

**Back of House Manager**

*Sixty East Italian Cucina & Martini Bar* | *Joey D's Chicago Eatery & Pizza*, 2012 - 2018

- Lead and motivated kitchen staff, ensuring cohesive and efficient work to maintain high food quality and consistency through strong communication skills to delegate tasks, set expectations, and address any issues promptly.
- Deep understanding of kitchen operations, from food preparation and safety protocols to inventory management and wastage reduction. Streamlined processes, optimized resource utilization, and maintain cleanliness and hygiene standards.
- Made quick, effective decisions to address issues such as equipment malfunctions, staff shortages, or changing customer demands. Ensured the kitchen ran smoothly even in dynamic environments.

## CERTIFICATIONS AND EDUCATION

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- Life and Health Insurance License - #W823494
- AIT Combat Medic - 2008
- High School Diploma - Manatee School for the Arts, Palmetto, FL - 2005