

Juan Gallego

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Willingness to Serve, confidence in my work, patient, goals, objectives, ethics and honesty for me is some of the key of success of a good professional and I am comfortable and I can provide all this with my work . Looking for a new challenge and hope hear from you soon.

Work Experience

Assistant Manager

Murfix Stove Center - Carlow, County Carlow
July 2021 to Present

- Working with inbound, outbound calls and emails to maximize weekly targets
- Explain prices and promotions to customers always making sure that the customer understand and is happy with the product of their choice.
- Clean chimneys, windows and gutters along with colleagues always making sure that the job is done on the correct manner.
- Realize repairs in stoves, insert stoves, open fires and gas fires.
- Install AB, AD and AR cowl.
- Recommend and assess if the customer needs any further services such as repairs or installations of new appliances.
- Report daily performance to my superiors.
- Resolve any costumer issues in a clear, courteous manner.
- Accept payments, providing receipts upon request, and making sure that all quantities and prices are accurate.

Assistant Manager

Aura Group - Dublin, County Dublin
December 2019 to Present

- Make sales and achieve goals along with my colleges at the gym, and respond to any kind of doubts that new customers may have about the the gym and the membership.
- Call hospitals, supermarkets and shops around the area to realize several promotions during the year on those establishments in order to get new members.
- Work along my manager to create new promotions to attract new members.
- Report daily performance to my superiors.
- Accept payments, providing receipts upon request, and making sure that all quantities and prices are accurate.
- Ensure the register is balanced and creating debit and credit card reports.
- Resolve any costumer issues in a clear, courteous manner
- Working with inbound, outbound calls and emails to maximize daily sales targets.
- Clean and organize the gym.
- Make arrears calls.
- Make appointments for new prospects to give a proper introduction of the gym and schedule than

with one of the PT's.

Manager

Stillorgan Chimney Sweep - Dublin, County Dublin

August 2020 to July 2021

- Working with inbound, outbound calls and emails to maximize weekly targets
- Explain prices and promotions to customers always making sure that the customer understand and is happy with the product of their choice.
- Clean chimneys, windows and gutters along with colleagues always making sure that the job is done on the correct manner.
- Realize repairs in stoves, insert stoves, open fires and gas fires.
- Install AB, AD and AR cowl.
- Recommend and assess if the customer needs any further services such as repairs or installations of new appliances.
- Report daily performance to my superiors.
- Resolve any costumer issues in a clear, courteous manner.
- Accept payments, providing receipts upon request, and making sure that all quantities and prices are accurate.

Sales Team Leader

Panda Power

September 2019 to December 2019

- Provide adequate training for all Raps on a daily basis on product knowledge, motivation, and how to achieve goals expected on a weekly basis.
- Attend weekly meetings for organize strategies along with my superiors to achieve goals expected by the chief executives.
- Make sales and achieve goals along with the Raps in the field, and respond to any kind of doubts that any customer may have about the product.
- Report daily performance of the sales team and mine.
- Working with inbound and outbound calls to maximize daily sales targets.

Skilled Labourer

Glocon - Dublin, County Dublin

December 2018 to August 2019

- Keep the building area clean and organized according to the parameters set by the site manager.
- Load and unload materials and remove any kind of hazards.
- Operate and care for construction equipment and machines.
- Help equipment operator, carpenters, and other skilled labor when necessary.
- Put together and take apart temporary structures, such as scaffolding.
- Follow instructions from supervisors.
- Assist craft workers.

Field Sales Representative

FMI Ltd

January 2018 to December 2018

- Provide adequate training for all Raps on a daily basis on product knowledge, motivation, and how to achieve goals expected on a weekly basis.
- Provide a comfortable and relaxed atmosphere during the daily training hours.

- Attend weekly meetings for organize strategies along with sales manager to achieve goals expected by the chief executives.
- Make sales and achieve goals along with the Raps in the field, and respond to any kind of doubts that any customer may have about the product.
- Report daily performance of the sales team to the chief executive.
- Participation in events such as "National Plowing Championships 2017" for marketing and sales of products.

Breakfast Chef

Galway Hooker

November 2017 to January 2018

- Preparation of all food items in a hygienic and timely manner.
- Set up the premises according to the restaurant's guidelines.
- Clean and maintain the service station. Help with cleaning, hygiene and kitchen organization, boat in refrigerators and all storage areas.
- Following recipes, parts controls and presentation specifications, as established by the restaurant management.
- Repositioning all items as needed throughout the shift.
- Perform additional duties as requested by Chef, Sous Chef or Kitchen Manager.

Line Chef

Wagamama - Dublin, County Dublin

September 2016 to November 2017

Preparation of all food items in a hygienic and timely manner.

Set up the premises according to the restaurant's guidelines.

Clean and maintain the service station.

Help with cleaning, hygiene and kitchen organization, boat in refrigerators and all storage areas.

Following recipes, parts controls and presentation specifications, as established by the restaurant management.

Repositioning all items as needed throughout the shift.

Perform additional duties as requested by Chef, Sous Chef or Kitchen Manager.

Sales Manager

Arsenal Terraplanagem Ltda - Rio de Janeiro, BR

June 2013 to July 2016

- Responsible for the planning and execution of services of the administrative department of sales.
- Organization and management of previous and subsequent customer accounts.
- Provide heavy machinery, vehicles, materials, and workmanship for all construction fronts.
- Report monthly performance and adjustments in each of the contracts arranged during the semester.

Education

Leaving Certificate

Universo College

June 2012 to July 2017

Skills

- Leadership
- Management
- Time management
- Communication skills
- Microsoft Office
- Supervising experience
- Sales
- Organisational skills
- Microsoft Office Package
- Unity
- Autocad
- Unreal Engine
- Drive License Category B

Languages

- English - Fluent
- Portuguese - Expert
- Spanish - Intermediate

Links

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