

GIANFRANCO (GIANNI) LAMARTINA

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WORK EXPERIENCE

Better Life Technology

Sales Account Coordinator

February 2019 – Present

Lenexa, KS

- Account Manager - Responsible for maintaining current relationships and developing new relationships in the trailer/modular construction industries.
- Inside Sales - Responsible for inbound customer inquiries and driving new business through phone & email campaigns.
- Outside Sales - Drive brand interest and sales at trade shows and exhibitions across the country - NATM 2019/20, NATDA 2019/20, GlobalShop 2019, PrintingUnited/SGIA 2019, and World of Modular 2020.
- Lead Generation/Prospecting - Validate and prospect leads provided by employer. Research construction/printing industries to bring in hundreds of new leads not already within a pipeline.
- Training Lead Generation Team - Was the first lead generator at Better Life Technology. Developed an action plan for efficiently validating leads and converting leads to continuous customers. Training new hires on lead generation, prospecting, sales process, and customer satisfaction.

Microsoft

Product Advisor

May 2018 – February 2019

Overland Park, KS

- Sales - Microsoft Store of the Year 2018. \$100k+ sales holiday 2018. SMB and consumer sales specialist.
- Maintained industry knowledge regarding software, hardware, and other Microsoft products.
- Troubleshoot customer devices and software in conjunction with service team.
- Provided consultation and recommendations to customers. Provided one-on-one and group training on Microsoft Office Suite.
- Facilitated gaming and community events hosted by the Overland Park location.

Sprint (T-Mobile)

Retail Sales Consultant/Keyholder

Jun 2016 – May 2017

Overland Park, KS

- Sales - Led store in new lines and attachments. Met and exceeded quotas regularly.
- Specialized in SMB sales with focus on referral business.
- Received keyholder duties at age 18 - opening/closing store, cash deposits, drawer count, and leading sales floor.

EDUCATION

The University of Kansas - Edwards Campus

BS Information Technology

2021 – 2023

Overland Park, KS

Johnson County Community College

AS Liberal Arts

2017 – 2020

Overland Park, KS

Shawnee Mission Northwest High School

High School Diploma

2012 – 2016

Shawnee, KS

SKILLS

- Programming languages: HTML5, CSS3, JavaScript, Bootstrap, Java
- Spanish: Professional fluency
- HubSpot: Sales certification
- Soft skills: customer service, problem solving, escalation management, troubleshooting, leadership, collaboration, and learning.