

Javier Avelar

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Education:

Mississippi College, Clinton, MS

Bachelor of Science in Psychology

With A Minor in Business Administration: (GPA 3.0)

Experience:

Frontend Simplified Bootcamp, Remote

Frontend Software Engineer, March 2023 - April 2023,

- * Attended a 6 week bootcamp for Frontend Web Development
- * Learned the roots of HTML, CSS, and Javascript (While currently still learning Javascript React)
- * Coded 3 major projects within the 6 weeks as well 1 E-commerce App

EXP Realty, Ridgeland, MS

Commercial Real Estate Agent, December 2023 - Present

- * Completed 60 hours of approved Real Estates courses
- * Received my Commercial Real Estate Licenses from the Mississippi Real Estate Commission
- * Assists individuals or businesses in the lease, management or sale of commercial property

Oakwolf Consulting, Clinton, Ms

C.E.O, January 2021 - March 2022

- * Built a Tech Consulting Company that worked within Cybersecurity, Pharmaceutical Development, and Telehealth
- * Acted as the Executive Account Manager, Managing multiple accounts, developed positive working relationships with all the customer's point of contacts
- * Attended Meetings and identified client's needs and demands
- * Coordinated with my team to find a profitable solution
- * Analyzed sales performance metrics and KPI's
- * Worked closely with finance on billing set up and invoices
- * Prepared campaign insights reports, including analysis and market research
- * Focused on ensuring we maintained superior customer service levels, operational excellence and strategic insight

Jacob's Marketing Solutions, Jackson, Ms

Corporate Sales Trainer, Aug 2020 - Dec 2020

- * Created training for new and current sales associates and individualized training plans for underperforming associates
- * schedule orientations and related training events for teams
- * Observed sales encounters and determine the training needs for individuals or team
- * Met financial goals and objectives for the company
- * Worked directly with a Fortune 500 Company

Salco Services LLC, Ridgeland, Ms

Senior Staffing Consultant, January 2020 - August 2020

- * Built positive relationships with clients companies
- * Arranged advertisements for publishing
- * Assessed potential clients/candidates
- * Conducted Interviews and screened potential candidates
- * Managed and coached a small team to boost company results
- * Researched into competitors and market place

Jackson Futbol Club, Jackson, MS

COACH: August 2017 – December 2018

- * Helped Coach Jackson Futbol Youth Academy
- * Taught and explain the rules of each exercise
- * Analyzed players with potential, as well as spotting their weaknesses to address and resolve their issues promptly
- * Motivated the players to try and improve their abilities every session.

MIB TRAINING, Madison, MS

TRAINER: June 2018 – May 2019

- * Trained and coached kids aged 12-18 in soccer, weight training, and mental toughness
- * Created weekly training regimen for each client and made sure it was unique to their development
- * Helped develop more advanced skills and how to maintain a high level each session
- * Provided nutritional support in order to gain better muscle recover along with muscle endurance

Buffalo Wild Wings, Ridgeland, MS

WAITER: March 2017 – August 2017

- * Greeted and attended to customers when first arriving
- * Took patrons' orders
- * Made sure customers were always being taken care of
- * Help close down the restaurant by cleaning and restocking the entire store

Olive Garden, Jackson, MS

WAITER: April 2016 – September 2016

- * Became Highest add on seller of the restaurant within one month of working
- * Was awarded waiter of the month 4/5 months working there

EXTRACURRICULAR ACTIVITIES

- * Member of Mississippi College Men's Soccer team from 2016-2020
- * Selected to represent USA to go play soccer against teams in England
- * Member of Mayor's Youth Council in High School
- * Called up to the El Salvadorian Under 23's Men's National team
- * Completed over 60 hours of community service in High school