

JOSÉ FRANCO

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Flower Mound, TX 75028

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- Aspiring Software Developer pursuing a bachelor's degree at Bellevue University. Passionate about learning and building efficient, scalable applications. Experienced in leadership, project coordination, and client relationship management. A responsible self-starter with exceptional communication, organizational, and group leadership skills. Highly motivated and committed to continuous growth in the field. Fluent in Spanish.

EXPERIENCE

OCTOBER 2022 – PRESENT

TEAM LEADER – BAKERY AND DELI, TARGET.

Leading a team to accomplish corporate standards including replenishment, inventory accuracy, food safety, presentation, pricing and promotional signing processes for the bakery and deli section of the store.

APRIL 2022 – OCTOBER 2022

TEAM MEMBER – SALES ASSOCIATE, TARGET.

Dedicated salesman and style consultant in shoes, performance, and men's apparel section.

JANUARY 2020 – DECEMBER 2020

SALESMAN, ROYAL PRESTIGE (USA)

Authorized Independent distributor. Working prospecting and lead generation of new customers as well as assistance in the good maintenance of products from old customers.

DECEMBER 2018 – DECEMBER 2019

SUPERMARKET MANAGER, SUPERMERCADO MI BARRIO (CHILE)

Worked closely with sales and human resources to keep the well management of the supermarket during the different shifts.

SEPTEMBER 2017 – NOVEMBER 2018

SALESMAN, ISAFLORE – HOME IMPROVEMENT RETAILER (CHILE)

Assistance and sales specially for contractors.

APRIL 2013 – MAY 2017

PHARMACEUTICAL REP, ESPECIALIDADES DOLLER (VENEZUELA)

Provide information related to the Pharmaceutical Products produced by the Laboratory to medical professionals, mainly in the specialty of Psychiatry, to build loyalty to the client portfolio and incorporate potential clients to whom to offer the products.

APRIL 2012 – MARCH 2013

VIP AGENT, BBVA (VENEZUELA)

In charge of ensuring the credit compliance of VIP clients of the bank.

FEBRUARY 2011 – NOVEMBER 2011

TAX AGENT, PWC (VENEZUELA)

worked mainly in the TAX department (taxes) where I made calculations and respective forms of payment of taxes on the income of expatriate clients of Procter & Gamble located in Panama.

EDUCATION

MAY 2026

BACHELOR IN SOFTWARE DEVELOPMENT, BELLEVUE UNIVERSITY.

NOVEMBER 2015

DIPLOMAT IN ADVERTISING, MARKETING AND SALES, INTEGRATED GROUP FOR THE DEVELOPMENT OF THE COMPANY.

DECEMBER 2011

BACHELOR IN BUSINESS ADMINISTRATION, CENTRAL UNIVERSITY OF VENEZUELA.

OTHER STUDIES

NOVEMBER 2014

TECHNIQUES ON SALING PHARMACEUTICAL PRODUCTS.

AUGUST 2013

NEURO LINGUISTIC PROGRAMMATION (NLP).

APRIL 2012

SALES AND NEGOTIATION TECHNIQUES

SKILLS

- Team leadership
- Excellent communication and organizational skills
- Ability to manage multiple projects successfully
- Ability to work in fast paced environments
- Experience in translation of technical documents from English to Spanish and Spanish to English
- Proficient with Microsoft Office suite

TECHNICALL SKILLS

- Programming Languages: Entry level Python, Java.
- Web Development: Entry level HTML, CSS, JavaScript.
- Databases: Entre level MySQL
- Version Control: Entre level Git/GitHub

LANGUAGES

- Fluent in Spanish – Written and oral