

Jacob Johnson

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Professional Experience

2024/08 – present Riverside, United States	Amazon Delivery Associate <i>2Twenty Logistics</i> <ul style="list-style-type: none">• Efficiency: Successfully complete 165 deliveries per shift with 99%+ accuracy and adherence to assigned schedules.• Customer Communication: Communicate professionally with customers to provide accurate delivery updates and address issues, enhancing the customer experience.• Safety: Consistently adhere to safety protocols and standard operating procedures, maintaining a record of zero accidents or safety incidents.
2023/10 – 2024/06 Encino, United States	Baseball Coach <i>Legacy Baseball Group</i> <ul style="list-style-type: none">• Team Leadership and Development: Led a team of young athletes, fostering a positive, encouraging environment that prioritized skill-building, teamwork, and sportsmanship.• Mentorship and Personal Growth: Guided young athletes in setting personal and team goals, building discipline and self-esteem through constructive feedback and positive reinforcement.• Game Strategy and On-field Management: Strategically managed games, adapting tactics based on team strengths and opponent weaknesses, and high levels of player engagement.• Parental Communication and Involvement: Maintained regular communication with parents regarding player progress, upcoming games, and development goals, fostering a supportive community around the team.
2023/03 – 2023/09 Corona, United States	Personal Trainer <i>UFC Gym</i> <ul style="list-style-type: none">• Dynamic Classes: Led a variety of group classes, such as cardio circuits, strength training, and flexibility sessions, catering to all fitness levels.• Program Development: Designed and implemented customized fitness programs tailored to clients' goals which led to me guiding clients' to develop life changing habits.• Consultative Sales: Built and managed relationships with prospective members, assessing their fitness goals and presenting personalized membership options that resulted in average monthly recurring revenue of \$4,000.• Lead Generation and Follow-up: Engaged in proactive outreach through cold calling, networking events, and social media, effectively increasing the lead-to-conversion rate by 20% [Average 3 signs per month].
2022/09 – 2023/02 Corona, United States	Order Desk Processor <i>Liberty Glass Fabricators</i> <ul style="list-style-type: none">• Team Collaboration: Collaborate with sales and production teams to resolve issues related to order specifications, stock availability, and delivery dates.• Accurate Data Entry: Process and manage incoming orders for custom glass products, ensuring accuracy in measurements, specifications, and delivery timelines.

Skills

Leadership

Led multiple teams & clients driving collaboration.

Communication

Skilled in persuasive communication & customer facing roles.

Sales

Consistently exceeded sales targets via discovery on client needs & delivered tailored solutions.

Strategic Planning

Utilizing market analysis & data driven insights to implement strategies to grow revenue.

Education

2018/08 – 2020/02 Austin, United States	Exercise Science & Kinesiology <i>St. Edward's University</i>
2018/08 – 2020/02 Austin, United States	College Athlete - Baseball <i>St. Edward's University</i>