JK

JOSHUA KNOX

jknox0610@gmail.com | 727-276-4165 | Louisville, KY 40219

Summary

Very focused and professional with strength in , selling competitive product with exceptional customer service to my customers. Proactive leader with strengths in communication and collaboration. Proficient in leveraging the knowledge of the product im selling to the customer and the knowledge to promote it. Adept at managing concurrent objectives to promote efficiency and influence positive outcomes.

Hardworking and reliable, with strong ability in getting the customers trust on the product Offering to them, explaining how beneficial the product can be to them and. Highly organized, proactive and punctual with team-oriented mentality. Performance-driven and professional with stellar record of accomplishment in connecting with customers and driving remarkable competitive sales. Proactive, well-organized sales leader successful at meeting and exceeding targets with strategic approaches. Skilled lead generator, product demonstrator and problem-solver.

Focused on sales driven to develop and implement fresh sales and marketing strategies with financial and operational discipline. Skilled at building strategic partnerships and managing existing relationships. Proven leader with history meeting and exceeding sales objectives.

Skills

- Leadership
- Team building
- Troubleshooting
- Reliable and trustworthy

- MS Office
- Critical thinking
- Basic math
- Refrigerated trailers

Experience

Schwan's Home Delivery | Louisville, KY
RSR Driver
07/2018 - Current

- Pulled and reviewed 30 to 50 daily customer tickets to successfully fulfill orders.
- Maintained 380 long-term customer accounts worth over $12000 for 2 weeks through exceptional customer service.
- Obtained receipts or signatures for delivered goods, collecting payment for services when required.
- Completed daily pre-trip inspection checklist before first delivery.
- Processed shipment documents neatly and efficiently for each load.
- Went 231 days operating motor vehicles without accident.
- Improved project completion time, multi-tasking operations on heavy equipment and trucks.
- Wrote receipts for loads picked up and collected payment for goods delivered and for delivery charges.
- Recorded expenses and maintained receipts.
- Managed accurate recordkeeping by distributing invoices, collecting payments and updating logs.
- Obtained signatures needed to complete and process all paperwork efficiently.
- Promoted positive customer service by delivering on-time shipments and fully resolving issues.
- Presented customers with bills and receipts and collected $[Amount]

worth of payments for goods delivered.

- Reviewed over 30 to 50 daily delivery documents and orders and reported any errors found on delivery documents to supervisor.
- Inspected and maintained vehicle supplies and equipment such as gas, oil, water, tires, lights, and brakes to ensure vehicles remain in proper working condition
- Loaded and unloaded trailers each day.
- Obtained and maintained proper delivery authorization and pickup documentation.
- Contacted customers prior to delivery to coordinate delivery times.
- Verified contents of 7000 daily inventory loads against Bills of Lading.
- Exceeded productivity goals by [Number]% through effective routing and planning.
- Balanced and handled expense accounts for each trip.
- Operated and maintained heavy equipment safely, including forklifts, stair climbers and pallet jacks.
- Selected and adjusted routes to maximize vehicle fuel economy and decrease delivery times by 30%.
- Picked up and delivered cargo in tractor-trailer with expert knowledge of roads, highways and interstates.
- Conducted pre-inspections to keep trucks reliable and well-maintained.

Education and Training

Eckerd College | St. Petersburg, FL
Associates Business Administrative Marketing in Marketing
08/2012

Activities and Honors

Always excelled in competitions, placed in top 10 out of 90 routes in best sales competitions.
Very sufficient on excelling in sales quotas, and getting new customers to join services.