

JOSEPH A COLLIAS

850 180th Ave E Redington Shores, FL 33708

727.557.6334

bayarea.collias@gmail.com

WORK EXPERIENCE

The White Norse LLC Redington Shores, FL

Independent Contractor May 2017-Present

- Contact new and existing customers to discuss their needs and explain how those needs could be met by specific products and services
- Quote prices, estimates, or other bid specifications
- Emphasize product features based on analysis of customers' needs
- Negotiate prices or terms of sales or service agreements

Consumer Energy Solutions Clearwater, FL

Sales Floor Manager February 2014-May 2017

- Plan and direct staffing, training, and performance evaluations to control sales goals and develop new sales programs
- Review records and reports to project sales and determine profitability
- Assist in training new reps to achieve individual and team goals
- Resolve customer complaints regarding sales and service

Bay Area Specialty Services Palm Harbor, FL

Manager May 2005-December 2013

- Contact new and existing customers to discuss their shipping and receiving needs (HAZMAT)
- Quote prices, estimates, or other bid specifications
- Ran finances including invoicing, accounts payable, accounts receivable

Walt Disney World Lake Buena Vista, FL

Valet Attendant December 2003-December 2004

- Greet incoming guests and escort them to their rooms, park guests' vehicles
- Supply guests or travelers with directions, travel information
- Transfer luggage, trunks, packages to and from rooms, loading areas, or vehicles by hand or baggage carts

EDUCATION

University of Central Florida

Business-Finance May 2004

ADDITIONAL TRAINING/SKILLS

Worldwide Consulting Services Advanced Sales Training Program

REFERENCES AVAILABLE UPON REQUEST

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