

Krzysztof Garbos

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EDUCATION

SHERIDAN COLLEGE | SOFTWARE DEVELOPMENT & NETWORK ENGINEERING Oakville, ON | Sep 2019 - Sep 2021

GPA: 3.6

UNIVERSITY OF GUELPH | BACHELOR'S - MARKETING MANAGEMENT Guelph, ON | Sep 2013 - Apr 2017

EXPERIENCE

UPS CANADA | ACCOUNT MANAGER - FREIGHT FORWARDING Mississauga, ON | April 2018 – August 2019

- Tasked with growing new and existing accounts within western Ontario & the GTA. Successfully converted a \$200K retail customer in 2018. Overall sales plan grew by 20% in 2018.
- Sold services within the UPS Portfolio which included air freight, ocean freight, and import brokerage services.
- Trained customers on how to use a customer facing tracking tool (Flex Global View) designed specifically to help customer's track shipments, build reports and view invoices.

UPS CANADA | ACCOUNT MANAGER - SMALL PACKAGE Burlington, ON | August 2017 – March 2018

- Responsible for developing new business for UPS Canada within the small package division.
- Managed a portfolio of customers in various industries. Mandate included providing a full range of logistical and online retail solutions for small/medium sized businesses in Ontario. Uncovered \$300K of annual revenue during that span.
- Leader among inside sales team in total talk time, amount of calls and new customer engagements.
- Averaged 3-6 hours of productive talk time per day and made 30-40 calls daily to new businesses within my territory.

TECHNICAL SKILLS

PROGRAMMING LANGUAGES	JavaScript, Java
FRONTEND KNOWLEDGE	HTML5, CSS & Sass, React
BACKEND KNOWLEDGE	Node.js, Spring Boot, MySQL
VERSION CONTROL	Git, Bitbucket, Sourcetree
SOFTWARE	VSCode, NetBeans, Eclipse, SSMS
OTHER	PHP, Linux Commands, Linux Terminal

PROJECTS & COURSES

PORTFOLIO | REACT, CSS & SASS, HTML5, JAVASCRIPT

<http://kgarbos.com>

My portfolio website showcasing CSS transitions, mobile-first design and using React Components to build sections of the site.

COURSES | ENTERPRISE JAVA DEVELOPMENT, DATABASE DESIGN AND IMPLEMENTATION, COMPUTER AND NETWORK SECURITY, INTERACTIVE UI DESIGN, FUNDAMENTALS OF SOFTWARE DESIGN, OBJECT ORIENTED PROGRAMMING, LINUX/UNIX OPERATING SYSTEMS

AWARDS

2018 Q3 WORLD OF CHAMPIONS, BRONZE UPS CANADA | SEPT 2018

Awarded to sales reps in the Americas region who outperform their sales plan for the quarter.