



MARK SPEER

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Summary

Enthusiastic student with superior skills in working in both team-based and independent capacities. Bringing strong work ethic and excellent organizational skills to any setting. Excited to bring above average user skills in information technology and social media.

Skills

- Social media
- Conflict mediation
- Oral and written communications
- MS Office
- Supervision
- Design, layout and typography
- Mobile web design
- CSS
- JQuery
- Cross-browser compatibility

Experience

State Electric Supply Company Inc. |
Winston-Salem, NC

Warehouse Associate

08/2019 - 07/2020

- Navigated powered lift trucks safely to move items throughout warehouse and reduce injury risk.
- Contributed ideas on ways to improve or optimize warehousing procedures.
- Received deliveries, scanned packages and updated orders in internal database to enable efficient order processing and fulfillment.
- Avoided delivery delays by carefully planning best routes with GPS.
- Established relationships with customers through use of interpersonal, active listening and inquiry response skills.

Sunfire Solutions | Winston-Salem, NC
marketing

01/2019 - 08/2019

- Conferred with advertising managers to develop and implement marketing plans.
- Coordinated with sales, marketing, technical service and customer relations to drive on-time, under-budget project completion.
- Mentored marketing personnel on best practices and protocol to maximize productivity.
- Executed optimal sales strategies to achieve commercial goals for all markets.
- Cultivated customer and distributor rapport to increase retention rates and drive goal achievement.

ADT Security Services | Winston-Salem, NC

Residential Sales Consultant

07/2018 - 01/2019

- Designed and executed strategic plans to generate new leads and sales revenue.
- Researched and analyzed residential real estate conditions in assigned geographic areas to inform strategic development.
- Identified potential buyers through cold calling.
- Assisted customers during selection process and helped choose perfect products to meet individual needs.
- Negotiated and closed deals with minimal oversight.

- Reached out to customers to set up appointments, check on satisfaction and suggest additional offerings.

Education and Training

University of North Carolina At Chapel Hill | Chapel Hill, NC
Web Development Boot Camp in Full Stack Web Development

Websites, Portfolios, Profiles

- <https://github.com/mark-speer?tab=repositories>
- <https://github.com/mark-speer/mark-speer.github.io>