March 1, 2019

Jay Farley

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Objective:

My objective is to find a win-win situation. I offer passion, experience and persistence. The right company will offer career advancement and financial reward while possessing an **“It”** factor.

Experience

Warehouse & Fulfilment Manager

Feb 2015- Current

**AMG International LLC**

* Manage warehouse staff
* Manage stock and supply inventory levels
* Negotiate shipping and vendor contracts
* Manage and create department goals while staying within allotted budget
* Maintain communication alignment with Sales and Design Departments
* Actively speculate, contact, schedule, and close new online product fulfilment service contracts
* Administrate and maintain inventory and shipping database

Sales Manager

2008 – 2010

**Pre-Paid Cellular**

* Manage employee three of three sales locations
* Create, track and record daily, monthly and yearly sales data
* Train, hire and evaluate new and current employees
* Inventory management
* Business and Retail sales of Verizon Wireless products

Sales Associate

2007 – 2008

**Pre – Paid Cellular**

* Business and Retail sales of Verizon Wireless products
* Small to medium business sales of Verizon Wireless products
* Educating clients on proper use and advantages of Verizon Wireless products
* Customer service after the sell

Sales Associate

2006-2007

**Mobile Solutions**

* Retail sales of AT&T Wireless products
* Sales of all wireless products offered by Mobil Solutions
* Recommendations of accessories to enhance overall customer satisfaction
* Customer Service after the sell

Inside Sales Representative

2003 – 2006

**TDS Metrocom**

* Sales of residential phone and internet services
* Educate inbound customers of the products and features offered in their service area
* Qualify customers using address, credit history and service needed
* Data entry using windows based operating systems

Volunteer & Community Leadership

* **Madison Memorial Spartan Youth Tackle Football**

Madison, WI

4th, 5th, 6th Grades Football Coach

* **Madison Memorial Youth Basketball Coach**

Madison, WI

4th Grade Basketball Coach

* **West Madison Little League**

Madison, WI

9-12 Ages Regular Season & Tournament Team

Baseball Coach