

Omar Cossio

Prospective Full-Stack Developer

I am an adept Salesforce CRM user with extensive sales experience looking to transition to a technical role. To aid my transition, I have enrolled in a rigorous coding bootcamp. As an avid learner, I thrive with new challenges and often deliver beyond the scope of my responsibilities.



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3363016039



Charlotte, NC, United States

SKILLS

Corporate & Customer Communication

Salesforce CRM

Web Development

Data Collection

Microsoft Office Suite

Organizational

Customer Service

Time Management

Negotiating

Prioritization

LANGUAGES

HTML

Full Professional Proficiency

Javascript

Limited Working Proficiency

jQuery

Limited Working Proficiency

English

Native/Bilingual Proficiency

Spanish

Native/Bilingual Proficiency

WORK EXPERIENCE

Client Relations Associate

Vanguard

05/2020 - 10/2020

Charlotte, NC

Achievements/Tasks

- Analyze client questions and concerns, escalating problems to appropriate teams and handling service problems to the satisfaction of the client.
- Successfully passed the *Securities Industry Essentials (SIE)* Exam and the Series 63 exam and license

Certified Mobility Consultant

MobilityWorks

10/2018 - Present

Charlotte, NC

Achievements/Tasks

- Prospecting: Led external engagement to build rapport and network with financial institutions, physical therapists, and other influencers to drive more business to the branch.
- Top performer in client retention and client out-reach.

Sales Consultant

Williams Subaru

09/2017 - 10/2018

Charlotte, NC

Achievements/Tasks

- Sales: Conducted in person, over the phone, and via the internet transactions. Actively listened and gathered key information to find the right product(s) for the customer.
- Became one of the top 3 grossing sale consultants only 2 months after joining the company.
- Established and maintained strong relationships with customers to increase business value and customer satisfaction.

ORGANIZATIONS

Lambda Theta Phi Latin Fraternity, Inc. (04/2014 - Present)

Founding brother of the Johnson C. Smith University Colony. Served as secretary and community service chair.

EDUCATION

Bachelor of Science

Johnson C. Smith University

08/2011 - 05/2016

Charlotte, NC

Involvement/Achievements

- Clinton Global Initiative: Semi-finalist
- HBCU-UP Mini-Grant Recipient
- SPIRE Research Undergraduate Summer Research Program
- Dean's list 2012 & 2013
- Duke Endowment Scholarship Recipient
- Aquaponics and Sustainable Agriculture in food-desert areas

Full Stack Coding Bootcamp

University of North Carolina at Charlotte

10/2020 - Present

Charlotte, NC

Courses

- Webpage Development
- JavaScript
- HTML & CSS
- RESTful APIs & AJAX