

Perry Northcutt

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7807 Meadow Park Dr, Dallas, Texas 75230

CAREER OBJECTIVE

To secure an entry-level IT position where I can apply my skills in sales and operations to support the organization's technology needs, while gaining valuable experience and developing my technical expertise.

PROFESSIONAL SUMMARY

Sales and operations professional seeking transition to IT. Strong track record of managing teams, developing strategies, and delivering excellent customer service. Adaptable problem solver with analytical skills. Looking to leverage experience in sales and operations to support organization's IT needs and grow in the industry.

SKILLS

- HTML, CSS, Materialize CSS, Tailwind
- JavaScript, Node JS, SQL, Python
- Microsoft Office Products
- Kali Linux
- Mac and Windows experience
- Computer Hardware maintenance
- Network troubleshooting
- Analytical and critical skills

WORK HISTORY

OPERATIONS MANAGER/ SALES MANAGER

05/2017 to CURRENT

Guardian Services | Dallas, TX

- Effectively utilize provided sales CRM tools and manage daily sales data management and updates.
- Identified business requirements, evaluated proposals, and ensured all modifications are addressed to support new and existing business.
- Build corporate relationships with customers and industry associations.
- Suggest improvements in business strategies based on customer feedback mechanisms.
- Collaborate with the marketing team to successfully present and promote services.
- Responsible for creating training programs and business design for all business development managers and technicians.

DIRECTOR OF SALES/ TRAINING AND DEVELOPMENT

01/2013 to 04/2017

Retail Ready Career Center | Dallas, TX

- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage the sales cycle to close new business in all service categories offered.
- Possess in depth and comprehensive product knowledge and able to conduct demonstrations and relay objection handling.

- Maintain and lead post sales projects, interacting closely with account managers, finance, legal and operations teams to ensure customer service excellence.
- Created internal operations training material, as well as company processes and procedures.
- Helped oversee the development of new company software tools and ideas.
- Collaborated with sales and marketing departments and other business units to address indications of improper sales practices and market conduct violations.

GENERAL MANAGER

01/2009 to 01/2013

LA Fitness | Carrollton, TX

- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demonstrations and presentations.
- Maintain working relationships with existing customers to ensure service excellence and identification of potential new sales opportunities.
- Built and supervised the top grossing store for 3 consecutive years.
- Oversaw new building development projects assisting project managers in strategic facility placement.

EMERGENCY MEDICAL TECHNICIAN

04/2004 to 04/2008

United States Air Force | Biloxi, MS

- Successfully managed teams in high-pressure situations completing mission objectives with a zero-failure rate.
- Managed and coordinated day-to-day operations to facilitate a smooth patient workload for staff members.
- Prepared and reviewed serious incident reports, situation reports, operational briefs, and other required reports for accuracy and precision.
- Manage employee development and training, including medical qualifications, physical fitness testing, overseas deployment training preparation, and temporary duty preparation.

EDUCATION

Bachelor's Degree in Kinesiology | University of North Texas

Coding Bootcamp | Southern Methodist University

CompTIA A+

CompTIA Network+

CompTIA Security+

CompTIA Secure Infrastructure Specialist

United States Air Force Technical School | National Registry of Emergency Medical Technicians | Training Certificate | 2004