

# Pina Gomet

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## SUMMARY

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Sales professional seeking technical pre-sales position. Excellent verbal and written communication skills, as well as over 5 years of retail sales experience. Active learner of technology who is passionate about how technology integrations can drive digital transformation at businesses.

## EDUCATION

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**University of Connecticut, College of Liberal Arts and Sciences** Graduated December 2021  
B.A. in Communication

Relevant Coursework: Multimedia Storytelling; Presenting in Digital World; Statistics; Research Methods in Communication; Opportunity Generation, Assessment, and Promotion; Economics; Persuasion

**UCONN Coding Bootcamp** Expected Completion Aug. 2022  
Bootcamp to learn REST development, HTML5, CSS3, JavaScript, jQuery, Bootstrap, Express.js, React.js, Node.js, Database Theory, MongoDB, MySQL, Command Line, Git, and more

**University of Michigan** Completed February 28, 2022  
Programming for Everybody (Python)

**Coursera Project Network** Completed February 22, 2022  
Introduction to CRM

## PROFESSIONAL EXPERIENCE

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**Lowes** Aug. 2021 - Present  
*Sales Associate* Waterford, CT

- Provided thoughtful recommendations to customers by matching products to expressed pain points – realized sales of 30 units/day
- Maintained up-to-date knowledge on 30+ item product catalog by regularly reviewing new documentation
- Managed inventory through digital record-keeping and coordinated with corresponding departments when inventory was low

**Coach** Jan. 2020 - May 2021  
*Sales Associate* Mashantucket, CT

- Collaborated with other associates and managers to provide product information and outstanding service to customers
- Surpassed daily sales goals by 100% consistently through strategic cross-sell and promotion of Coach products
- Enabled customers on digital assistant tool that connected users to personalized online shopping experiences
- Analyzed sales activity by assessing customer feedback and purchase history data – increased customer satisfaction regularly

**Aéropostale** May 2017 - May 2019  
*Sales Associate* Farmington, CT

- Guided an average of 25 customers/day by responding to inquiries and locating relevant products
- Trained all new sales employees on effective sales, service, and operational strategies to maximize team performance

## LEADERSHIP

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**UCONN's Thai, Lao, Cambodian Student Association** Storrs, CT  
*Secretary* Sept. 2019 – May 2021

- Co-led transition to a successful all-digital environment when student life became 100% remote due to the COVID-19 pandemic – accomplished this by standing up multiple software tools and applications under a unified operating model
- Managed social media relations through Facebook, Instagram, and Discord – increased following and engagement

**Women in Business** Storrs, CT  
*Membership Engagement* Sept. 2020 – May 2021

- Planned events and encouraged regular feedback from club members to inform activities and improve member involvement

## PROJECTS

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**JobSwipe** Storrs, CT  
*Creator & Lead* Sept. 2020 – Dec. 2021

- Produced hypotheses, conducted research, defined use cases, and diagrammed technology systems to iterate proposal for a job matching app with a simple swipe-based user interface

## SKILLS

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**Software:** Microsoft Office, Python, CRM, Final Cut Pro, iMovie, Vegas Pro

**Soft Skills:** Sales Expertise, Negotiation Tactics, Problem-Solving, Organization, Written & Oral Communication

**Languages:** Thai (Beginner), Lao (Beginner)