RICH SMALLWOOD

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MISSION:

To contribute to a team of creative designers, and progress in my skills for the benefit of my employer, team, and self.

SKILLS:

Web Development

- HTML
- CSS
- Responsive Web Design
- Github
- Command Line
- Sublime Text

UX/UI Design

- Draw.io (User Flows)
- Balsamiq (wireframing)
- Adobe Photoshop
- Adobe Illustrator
- Sketch
- User Research
- Google Forms
- InVision App
- Peek User Testing
- UsabilityHub
- Typography

EDUCATION:

BLOC UX/UI Design Apprenticeship | May 2015-September 2015

BIOLA University | B.S. Organizational Leadership | May 2005-May 2007

Cal State Fullerton | General Education | September 2000-September 2002

WORK EXPERIENCE:

New Horizons of Southern California | Account Executive | September 2014-January 2015
Sold New Horizons professional education classes to businesses.

Manheim Auto Auctions | *Account Executive* | April 2012-May 2014
Sold Manheim's services to my accounts by listening to dealer needs and recommending appropriate solutions. **Chosen by management to be trained on the new direction of the company, and communicate it to our department, which resulted in increased productivity from our team, and a more positive work environment.*

Copart Auto Auctions | *Automotive Purchasing Agent* | March 2010-April 2012
Analyzed auction sales data to make offers on vehicles, and secure inventory for the auction to profit from. * Secured over $700k in inventory, and profited the company over $150k.

Carmax | *Sales Consultant* | 2009-March 2010
Sold vehicles by connecting with customers, understanding their needs , and selling the company. **Sold 15 cars my first month.*