

Christian Tellez

Profession

Contact

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Phone
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E-mail
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Skills

Video Editing Good

Finance / Insurance Very Good

Coding Average

Website Design Very Good

Social Media Marketing Very Good

Languages

English

Spanish



Accomplished Sales Representative with career history marked by numerous sales awards, recognition, and recommendations. Track record of exceeding sales, service and client quotas. Successful experience as leader and mentor to junior sales professionals.

Work History

2021-05 -
2021-08

Customer Sales and Service Expert

24 Hour Fitness, San Carlos, CA

- Kept senior managers informed about sales activities, current inventory and other metrics via timely reports.
- Handled calls promptly and with courteous professionalism.
- Troubleshot sales and service operations to increase profitability and bring positive organizational change.
- Created inspirational physical training initiatives to foster healthy lifestyle decisions.
- Increased membership enrollment by using innovative sales and promotional techniques.

2020-10 -
2021-01

Traffic Controller /Administrative Assistant

San Mateo County Fair, San Mateo, CA

- Assembled signs and cones to direct traffic through construction sites.
- Routed traffic around construction sites for worker and driver safety.
- Communicated with team members using hand signals and radios.
- Entered and maintained departmental records in company database.
- Collected, validated and distributed information to employees.
- Aided colleagues, managers and customers through regular communication and assistance.

2019-09 -
2020-04

Marketing Director

Transamerica Life Insurance Company, San Jose, CA

- Coordinated with creative team to generate dynamic marketing content and communication tools for promotional campaigns.
- Capitalized on industry and marketplace trends to strategize marketing solutions and enhance business operations.
- Worked to accommodate new and different insurance requests and explored new value opportunities to optimize insurance agency reputation.
- Maintained high standards of customer service by building relationships with clients.
- Met with customers to provide information about available products and policies.
- Collected premiums on or before effective date of coverage.
- Calculated premiums and established payment methods for sales.

2019-09 -
2019-12

Night Driver

Enterprise Car Rental, Burlingame, CA

- Planned and adjusted optimal routes based on traffic and weather conditions.
- Achieved consistent safety targets by adjusting driving to different road and traffic conditions, balancing loads and avoiding dangerous driving actions.
- Completed routine pre- and post-trip inspections to evaluate vehicles and assess maintenance needs.
- Checked in with dispatch service and updated with current location.

2019-08 -

Rampage Handler

2019-08 -
2019-11

Baggage Handler

Jet Blue Airlines, San Francisco, CA

- Attach identifying tags to containers or mark them with identifying information.
- Read work orders or receive oral instructions to determine work assignments or material or equipment needs.
- Record numbers of units handled or moved, using daily production sheets or work tickets.
- Move freight, stock, or other materials to and from storage or production areas, loading docks, delivery vehicles, ships, or containers, by hand or using trucks, tractors, or other equipment.
- Sort cargo before loading and unloading.
- Direct pilots to runways when space is available or direct them to maintain a traffic pattern until there is space for them to land.
- Direct ground traffic, including taxiing aircraft, maintenance or baggage vehicles, or airport workers.
- Unload and Load bags Into the airplane.
- Loaded passengers' property onto appropriate aircraft by collecting, sorting and checking baggage tags against flight lists.

2018-08 -
2019-03

Solar Panel Installer

Tesla Solar, Foster City, CA

- Inspect problem roofs to determine the best repair procedures.
- Set up scaffolding to provide safe access to roofs.
- Clean and maintain equipment.
- Unload equipment from truck and carry onto the roof.
- Install and wire manage the cables from the solar panels.
- Connect wires to circuit breakers, transformers, or other components.
- Repair or replace wiring, equipment, or fixtures, using hand tools or power tools.
- Assemble, install, test, or maintain electrical or electronic wiring, equipment, appliances, apparatus, or fixtures, using hand tools or power tools.
- Test electrical systems or continuity of circuits in electrical wiring, equipment, or fixtures, using testing devices, such as ohmmeters, voltmeters, or oscilloscopes, to ensure compatibility and safety of system.

2018-05 -
2018-08

Warehouse Associate

Amazon Fresh, Brisbane, CA

- Inspected incoming and outgoing shipments to verify accuracy and prevent errors.
- Used hand-held devices and computers to record and monitor inventory levels and completed audits to uncover and address inaccuracies.
- Managed product staging to efficiently transfer items between receiving, storage and shipping locations.
- Performed inventory control, such as counting and stocking merchandise.

2017-03 -
2017-07

Sales Associate

Shoe Palace, San Bruno, California

- Record product, packaging, and order information on specified forms and records.
- Examine and inspect containers, materials, and products to ensure that packing specifications are met.
- Mark and label containers, container tags, or products, using marking tools.
- Keep areas neat while working and return items to correct locations following demonstrations.
- Provide product samples, coupons, informational brochures, or other incentives to persuade people to buy products.
- Demonstrate or explain products, methods, or services to persuade customers to purchase products or use services.
- Sell products being promoted and keep records of sales.



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- Suggest specific product purchases to meet customers' needs.
- Dress mannequins for displays.
- Place prices or descriptive signs on backdrops, fixtures, merchandise, or floor.
- Plan commercial displays to entice and appeal to customers.
- Develop ideas or plans for merchandise displays or window decorations.
- Prepared merchandise for sales floor by pricing or tagging.

Sales Associate

Hollister, San Bruno, CA

2016-12 -
2017-02

- Stock shelves with products.
- Work as part of a team of demonstrators to accommodate large crowds.
- Recommend product or service improvements to employers.
- Instruct customers in alteration of products.
- Learn about competitors' products or consumers' interests or concerns to answer questions or provide more complete information.
- Prepared merchandise for sales floor by pricing or tagging.
- Engaged with customers to effectively build rapport and lasting relationships.

Associate

In N Out Burger, Millbrae, CA

2016-07 -
2016-10

- Restocked workstations with supplies and food display cases with fresh selections to decrease customer waiting during busy periods.
- Wiped counters and sanitized equipment to maintain clean food prep and dining areas.
- Performed food preparation responsibilities to meet franchise standards for quantities, speed and packaging.
- Performed shift change tasks each day to keep store neat and running smoothly.
- Greeted customers promptly and took orders to keep flow of traffic moving.
- Examined trays to check contents for required items and complete orders.

Education

2014-08 -
2018-06

High School Diploma

El Camino High School - South San Francisco, CA