




GABRIEL VALDES

CONTACT

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EDUCATION

- **John A. Ferguson Senior High school**
August 2010-2014
- **Miami-Dade College**
May 2015 - 2017

PERSONAL SKILLS

- Excellent interactive skills
- Communication Skills (Written and Spoken)
- Strong analytical and problem solving skills
- Self-motivated and quick learner
- Ability to work in a team and individually
- Stays updated to developments in technology
- Organizational Skills
- High initiative and articulation
- Ability to multi-task and prioritize daily work responsibilities
- High-energy personality
- Research
- Interpersonal Skills
- Confident
- Great attitude

LANGUAGE

- English
- Spanish

PROFILE

Organized, dependable, and energetic Sales Manager with many years of experience. Seeking to bring my proven record in team leading and in launching successful marketing campaigns into a senior management position. Confident communicator and able presenter in everything from sales pitches to departmental presentations. Reliable, trustworthy and ethical professional who takes pride in building business through integrity and honesty.

PROFESSIONAL SKILLS

- Self-driven with strong attention to detail
- Able to manage multiple simultaneous tasks
- Swift Learner, able to master new skills quickly
- Strong analytical ability, attention to detail and strong problem solving skills
- Strong consulting, leading and mentoring skills
- Strong problem solving and troubleshooting skills - with attention to details
- Project Management and ability to build relationships
- Adequate knowledge of Computer Skills with 40 WPM typing speed

PROFESSIONAL EXPERIENCE

Assistant Store Manager | Cash America Pawn

November 2019 – Present

- Developed relationships with loan and sales customers, calling many of them weekly
- Supervised 3 to 6 employees, scheduled work hours, resolved conflicts, and determined salaries
- Manage nearly every aspect of store operations
- Trained and developed store staff in customer service techniques
- Manage money, phone calls, staff and ensured the store opened, closed and ran efficiently
- Performed top sales every week
- Trouble shooting the computers when gone down
- Achieved high loan and high buys each month
- Issued and interpreted operating policies

Store Sales Manager | Verizon Wireless, Palmetto Bay

November 2017 – October 2019

- Greeting customers in a timely fashion, while quickly determining their needs
- Inventory count once a month and bank deposits twice a week
- Maintain and make sure all employees keep a strong knowledge of all products, accessories, pricing plans and promotions
- Complete all cleaning, stocking and organizing task assigned to me
- Built relationships with customers to increase likelihood of repeat business
- Maintain a high level of customer service as well as my employees so the store can run at the best level as a whole
- Contributed to team success by exceeding store sales goals
- Contacted new or existing customers to discuss how their needs can be met through specific products and services

Sales Representative | Directv Authorized Retailer, Miami

April 2016 – August 2017

- Met monthly sales closing quotas on a consistent basis
- Met existing customers to review current services and expand sales opportunities
- Lead generating using audience targeting tools
- Close sales using self-taught sales funnels
- Handled all administrative aspects of the sale including: Completing customer contracts

Seafood Clerk | Publix Super Market, Kendall

February 2014 – May 2015

- Guaranteed positive customer experiences
- Constantly ensured food was displayed in coolers nicely and appealing to customers
- Maintained and managed inventory
- Occasionally cook and prepare certain foods for customers
- Maintained work place clean and organized at all times