

Martin Trujillo III

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WORK EXPERIENCE

Warehousing

Hudson Lock, LLC. - Holland, MI - January 2014 to January 2015

Responsibilities

Opened and closed the warehouse. Loaded and unloaded skids off trucks with the hi-lo. Pulled daily orders, quality control checks, cycle counts. I made deliveries with the company box truck and van. Ensured bill of ladings, packing lists, and other paperwork.

Accomplishments

I was able to perform all the functions of the warehouse without any assistance. I was able to help the company move into a newer warehouse and establish its functuality. I was able to maintain a great customer repore through my customer service responsibilities.

Skills Used

I used my quality control experience to check products. I used a hi-lo to load, unload, and stage product. I used interpersonal skills from years of sales to interact with customers out in the field

E.P.C Quality Technician

Kelly Services(Haworth) - Holland, MI - October 2011 to December 2013

Responsibilities

I ensured quality standards and criteria were met with conforming panels, work surfaces, and cabinets. Constant e-mail communication with the advanced quality engineer, supervisor and other suppor staff. I audited and did Final Product Audits to ensure correct dimensions, color, packaging, and Calm Labels and entered that data into the computer.

Accomplishments

I was able to assist in a brand new production line which was in the need of quality control assistance. I was able to help facilitate production members with the necessary means to produce conforming parts.

Skills Used

.Reading engineering prints to accurately perform quality checks. I kept in constant communication with support staff to perform responsibilities. I was able to give any necessary input to improve methodology for production and quality.

Sales Consultant

VanHill Furniture - Zeeland, MI - January 2005 to January 2010

Responsibilities

Greeted and assisted guests in the selection of home furnishings. Scheduled deliveries, helped with resolving service issues. I restaged the showroom daily. I opened and closed the store and made bank deposits.

Accomplishments

I was one of top sales consultants in terms of volume in written business. In the five years I was there I maintained the number 1 and 2 position for highest profit margin. I was able to go to HighPoint, NC. with the wholesale buying team. I maintained a high percentage of add on sales.

Skills Used

I was able to build a repore with most guests finding common ground. I was able to educate them on the differences in furniture to make the right decision. I was able to use basic communication and selling skills, like, asking for the sale, assuming the sale, and others.

Sales Consultant

ArtVan Furniture - GrandRapids, MI - December 1994 to May 2001

Responsibilities

I greeted guests and assisted them with the selection of new home furnishings. I worked with the credit company to establish and some times increase their credit limits. I did weekly tagging and staging on the showroom. I made deliveries at times to satisfy customers.

Accomplishments

Out of 45 sales consultants I was consistently in the top 6 for volume of written and delivered sales. I consistently had a high percentage of add on sales. I was also a member of the Commodore Club for sales in excess of \$870,000 yearly.

Skills Used

A number of selling skills from university(as they called them) classes and training seminars. Great closing skills on hard and soft selling by reading the guest and knowing where to be assertive. I believe educating them on the construction and differences of furniture was a skill. I noticed if definately enhanced sales over the years with the more of an expert I became on our products.

Owner/Operator

Marty's Cleaning Service - Holland, MI

Responsibilities

Acquired accounts for the cleaning of offices and homes. I generated quotes and invoices for customers. I cleaned professional buildings, homes, and did post construction clean up.

Accomplishments

I was able to satisfy customers with great service.

Skills Used

I did general cleaning as well as carpet cleaning using carpet extraction machines. I was able to use interpersonal skills to maintain a happy client base.

EDUCATION

Business, Communications,

Davenport Business - Holland, MI

1993 to 1994

Diploma in English, History, Math, Science, Psychology

Holland High School - Holland, MI