

ANDREW WUTKE

Arvada, CO · 608-852-2936
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Hardworking Senior Sales Consultant and RV Service Technician recognized for exceeding goals, demonstrating superior customer service and technical skills. Excellent problem-solver with a talent to provide outstanding performance in both the sales and service side of the RV industry. Adept at meeting daily goals and effectively managing workloads. Offering seven years of exceptional sales expertise and RV technical service.

Experience

TRAILER SOURCE INC – SERVICE TECHNICIAN WHEAT RIDGE, - 12/2021 – 3/2022

- Diagnosed issues/inspected utility trailers, pop-ups, travel trailers, fifth wheels and motorhomes
- Repaired/replaced suspension components including adjusting drum brakes, bearing repacks, full axle replacements, leaf springs and shackles
- Repaired/replaced interior and exterior components including plumbing, electrical system, heating system, appliances, tongue jacks, stabilizer jacks and exterior running/marker lights
- Performed pre delivery inspections of new and used travel trailers and motorhomes
- Demonstrated to customers how to properly and safely hook up, use and maintain their RV after purchase before leaving the dealership

WINDISH RV CENTER – SALES CONSULTANT /SERVICE TECHNICIAN LAKEWOOD, CO – 09/2021 – 12/2021

SALES CONSULTANT:

- Applied consultative sales approach and followed strategic marketing initiatives to develop new business

- Provided high level of tailored service to each and every customer, which helped to build lucrative, lasting customer relationships
- Utilized CRM and Microsoft Office systems and software to track customer information/status, activities, incoming/outgoing units, and set/track appointments
- Constantly provided outstanding customer service throughout sales process from start to finish

SERVICE TECHNICIAN:

- Diagnosed issues/inspected Airstream travel trailers and motorhomes
- Suspension work/adjusted drum brakes and repacked axle bearings
- Repaired/replaced plumbing, electrical system, interior components and exterior components.
- Performed pre delivery inspections of new and used travel trailers and motorhomes
- Demonstrated to customers how to properly and safely hook up, use and maintain their RV after purchase before leaving the dealership

CAMPING WORLD OF DENVER - SENIOR SALES CONSULTANT

GOLDEN, CO - 01/2016 – 09/2021

- Average of 12.45% of annual gross profit of RV Sales Department over 6 years through effective management of customer accounts and superior product knowledge
- Generated \$1.51M in gross profit
- Average of 70 units sold per year, averaging \$4042.68 gross profit per unit
- Applied consultative sales approach and followed
- strategic marketing initiatives to develop new business
- Provided high level of tailored service to each and every customer, which helped to build lucrative, lasting customer relationships
- Trained and mentored sales staff on Salesforce CRM/selling strategy

- Utilized Salesforce system to track activities and set appointments
- Constantly provided outstanding customer service throughout sales process from start to finish

US ARMY FORT DRUM - AMMUNITION SPECIALIST

FORT DRUM, NY • 02/2007 - 04/2009

- Completed all documentation related to receiving and transfer of munitions
- Trained personnel on safe ammunition handling to
- prevent injuries and accidents
- Provided outstanding mentoring and training assistance
- Safely disposed of unsafe munitions and equipment

SKILLS

Sales:

- E-marketing
- Sales training/mentoring
- Product demonstrations
- Salesforce/sales CRMP
- Outbound sales/inbound sales/internet sales

Service:

- Forklift
- Diagnostics
- Product demonstrations
- Interior/exterior component repair/replacement