

CHRISTOPHER ASBURY

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OBJECTIVE

Searching for a data entry and/or customer service position with growth opportunity.

BUSINESS EXPERIENCE

Manager on Duty, UFC Gym River North and UFC Gym Wrigleyville

- Directed and coordinated daily operational business focusing on membership sales goals, personal training sales, member relations/retention, club maintenance and other operations.
- Responsible for all opening/closing procedures, maintaining club cleanliness and overseeing all programs.
- Monitored, stocked and purchased equipment and other supplies
- Updated and promoted club daily on social media sites and on company Mobile Application

Member Services, Fitness Formula Clubs Union Station

- Consulted with potential clients about purchasing memberships, personal training, and wellness products/services in order to achieve personal and club-level sales goals
- Organized off-site health fairs for the purpose of educating employees on the benefits of regular exercise
- Established new wellness partnerships with local businesses to increase sales
- Scheduled appointments and closed prospects assigned by Membership Director

National Account Coordinator, Intercall Inc.

- Called on Fortune 500/National Accounts to sell additional conferencing services and gain additional market share of existing business
- Scheduled and ran appointments with end users and high-level executives
- Assisted in creating and implementing projects to generate sales growth and improve existing processes
- Established an excellent working relationship with assigned accounts and continuously strived to improve the level of overall service

Sales Associate, Intercall Inc.

- Worked directly with three outside meeting consultants within Washington D.C. and Virginia areas

- Responsibilities included account management, customer service, scheduling, and the up-selling experience for over three hundred accounts
- Aggressively identified potential clients and new business and set cold call appointments for outside sales team
- Consistently at 110% of sales bonus journal every month
- Promoted from SA1 to SA2 within 4 months of employment
- Responsible for expanding client base by 150 new users per month

EDUCATION

Bachelor of Science in Sociology

Northern Illinois University, DeKalb, IL

SERVICE INDUSTRY EXPERIENCE

Security Host, Siena Tavern (Part-time)

Server, Cheesecake Factory (Full-time)

Bartender/Server, Ivy Hotel (Seasonal)

Bartender, Dos Diablos (Part-time)

Bartender, Rosita's Restaurant (Full-time during college)

Bartender, Starbusters (Part-time during college)