

# Colin Otteson

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## EDUCATION

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**Bachelor of Science** August 2019 - April 2022  
**Major: Professional Sales** GPA: 3.82

**Associate of Applied Science in Sales and Merchandising**

Weber State University, Ogden, UT

- Recipient of Academic Excellence Award Spring 2020 – Spring 2022
- Dream Weber Expansion Scholarship Fall 2021-Spring 2022
- CRRSAA Scholarship Summer 2021

**Certified Composite Technician**

Davis Applied Technological College, Layton, Utah May 2016

## EXPERIENCE

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**Rubicon Contractors**, Centerville, Utah May 2022 – Current

Senior Account Manager

- Exceeded annual sales goal of \$1,000,000 by 75% in year one
- Received promotion to higher level sales role, Construction Account Manager, within 6 months of employment
- Responsible for building sales within my portfolio, managing projects, and maintaining client relationships
- Currently overseeing construction projects totaling over \$750,000
- Gained valuable skills in project management, team leadership, and professional collaboration via email

**Bearnson Woodworks**, Mountain Green, Utah June 2021- May 2022

Finish Carpenter / Custom Parts Builder

- Skilled in the art of high-end custom cabinetry fabrication
- Responsible for working independently and completing complex jobs
- Worked directly with clients to ensure total customer satisfaction
- Set a shop standard for work ethic, punctuality, and quality of product

**ThePopUpShop**, Bountiful, Utah June 2019 – June 2021

Retail Sales Manager

- Managed day-to-day operations, including sales supervision, ordering, scheduling, and goal setting
- Created and implemented marketing strategies to increase sales
- Built and managed the shops website and eBay pages
- Specialized in growing customer relationships
- Analyzed profit margins

## VOLUNTEER SERVICE

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**The Church of Jesus Christ of Latter-Day Saints**, Portland, Oregon

Full-Time Missionary

June 2017 – June 2019

- Oversaw and trained groups of 25+ individuals in various leadership positions
- Performed 20+ hours weekly of various community service

## SKILLS

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- Basic and advanced selling techniques
- Contract and sales negotiations
- Operations and management experience
- Manager mindset and team leadership skills
- Proficient in professional communication
- Microsoft Excel, Office, and PowerPoint
- Establishing and maintaining customer relationships
- eBay sales and merchandizing

## PERSONAL

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- Avid outdoor adventurer
- Adrenaline junky
- Powersports enthusiast (Motorcycles, Snowmobiles, ATV'S)
- Automotive fanatic
- Naturally extroverted and always looking to meet new people

## REFERENCES

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**Josh Nix** (Current Supervisor)

Sales Manager - Rubicon

Email: Joshua.h.nix@gmail.com

Phone: 435-315-5173

**Mike Lowder** (Previous Employer)

Rocky Mountain Territory Manager - DC Shoes

Email: mike.lowder@dcshoes.com

Phone: 801-699-2469

**Ryan Condie** (Previous Employer)

President of Sales - Bearnson Woodworks

Phone: 801-557-9256