

# Eric Hernandez

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## WORK EXPERIENCE

### **Sales Representative**

*Nordstrom*

**Denver, CO**

May 2023 – Present

- Showcased exceptional support for marketing initiatives, exceeding sales goals for special events and ranking as the top fourth counter nationally.
- Analyzed business performance, devised effective strategies that resulted in consistent monthly sales growth of at least 14% during peak months.
- Optimizing beauty inventory for sales, monitoring performance, and analyzing trends enhances financial effectiveness in retail.
- Coordinated with management to train colleagues about products and brand which improved conversion.

### **Auto Catcher Technician**

*Owens Corning*

**Denver, CO**

Feb. 2021- Sep. 2022

- Engineered a granule funnel to enhance cleaning efficiency, leading to a 17% reduction in cleaning time, while demonstrating attention to detail and proficiency in warehouse operations.
- Collaborated with the safety team to implement skateboards for workers, reducing physical strain incidents, highlighting the ability to communicate effectively and manage safety in distribution settings.
- Inspected machine performance and quality of sorted products, leveraging working knowledge of Microsoft Office Suite for reporting and inventory management.
- Utilized basic knowledge of distribution equipment to optimize workflow and safety, ensuring efficiency in warehouse operations.

### **Rout Technician**

*Advanced Circuits*

**Aurora, CO**

Sep. 2016 – Feb 2021

- Operated machinery for precision cutting of circuit boards, preparing them for shipping and showcasing basic knowledge of pallet jacks and hand carts in distribution.
- Trained six employees, improving work coverage and efficiency, demonstrating effective communication and team collaboration skills.
- Conducted quality inspections of boards before shipment, employing Microsoft Office Suite for detailed reporting and inventory tracking.
- Applied knowledge of inventory management and distribution processes to enhance operational efficiency and meet distribution deadlines.

### **Small Business Consultant**

*Small Business Development Center of Denver*

**Denver, CO**

Jan. 2019 – May 2019

- Analyzed our client's financial resources, organizational structure, and assets
- Collaborated with a team to formulate business strategies for the client
- Presented findings of analysis to the client.
- Strategized a business plan to sustain profits and possible locations for company growth.

### **Theatre Department Assistant**

*Community College of Aurora*

**Aurora, CO**

Aug. 2014- May 2016

- Implemented advanced management techniques, enhancing administrative efficiency.
- Conducted detailed analyses and produced comprehensive reports with Microsoft Excel, aiding in decision-making.
- Managed the planning and execution of various events and meetings, achieving high satisfaction and engagement levels.
- Maintained integrity and discretion with sensitive information, ensuring secure documentation and communication.

## EDUCATION

### **B.S. in Business Marketing**

*Metropolitan State University at Denver*

**Denver, CO**

May 2019