

# FABIAN A. CORREA

## EMPLOYMENT HISTORY

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### STUDENT INTERN: ADMINISTRATIVE ASSISTANT

Feb 2018 - Mar 2019

#### *Leprino Foods*

*Denver, CO*

- ◆ Maintained a high level of professionalism and provided excellent customer service to all company clients
- ◆ Completed clerical duties as needed by my department and supervisors
- ◆ Stressed the importance of teamwork in the office
- ◆ Clear and concise communication with scientists

### STUDENT INTERN: TEST KITCHEN TECHNICIAN

Mar 2019 - Jul 2021

#### *Leprino Foods*

*Denver, CO*

- ◆ Partnered with culinary teams to develop and refine product formulations, ensuring compliance with quality standards and food safety protocols
- ◆ Maintained precise records of test kitchen experiments, ingredient modifications, and sensory evaluations while adhering to strict documentation guidelines
- ◆ Contributed to new product development through creative recipe modifications and ingredient substitutions, enhancing product quality and consistency
- ◆ Streamlined testing procedures and implemented efficient documentation methods, reducing experiment completion time while maintaining accuracy

### SALES & CUSTOMER RELATIONS MANAGER

Sep 2021 - Mar 2023

#### *Star Connection*

*Denver, CO*

- ◆ Led sales team operations and customer relationship strategies, driving revenue growth through strategic account management and service excellence
- ◆ Analysed market trends and customer feedback to refine service delivery, resulting in enhanced client satisfaction and sustained business growth
- ◆ Fostered cross-functional partnerships to streamline sales processes, mentor team members, and cultivate lasting client relationships

### SALES MANAGER

Sep 2021 - Mar 2023

#### *Multi-Servicios Del Carmen*

*Denver, CO*

- ◆ Led sales team operations, developed market strategies and established key client relationships to drive business growth and exceed revenue targets
- ◆ Fostered strong partnerships with cross-functional teams, mentored staff and coordinated successful sales initiatives across multiple territories
- ◆ Redesigned sales approach and customer engagement protocols, leading to improved market penetration and client retention rates

### SALES MANAGER

Mar 2023 - Mar 2024

#### *Conn's Homeplus*

*Thornton, CO*

- ◆ Redesigned sales processes and customer engagement strategies, introducing digital solutions that streamlined operations and improved client satisfaction
- ◆ Mentored and coached sales representatives, fostering a culture of continuous learning while driving exceptional customer service standards
- ◆ Maintained an average of \$80,000 in client sales monthly
- ◆ Established personal connections with customers, exceeding customer service expectations.

**DEPARTMENT LEADER*****Kroger*****Apr 2024 - Present*****Thornton, CO***

- ◆ Lead department operations, supervise team performance, and implement strategic initiatives to drive operational excellence and customer satisfaction
- ◆ Streamline inventory management processes while mentoring staff to enhance productivity and maintain service standards
- ◆ Foster cross-functional partnerships to optimize workflow efficiency and develop innovative solutions for operational challenges
- ◆ Led department modernization initiatives while cultivating a culture of continuous improvement and customer-centric service delivery

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**SKILLS**

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Customer Service (*Expert*), Food Service (*Expert*), Computer Literacy (*Experienced*), Sales (*Expert*), Phone Etiquette (*Expert*), Administrative Experience (*Experienced*), Problem Solving (*Skillful*), Time Management (*Expert*).

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**EDUCATION**

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**HIGH SCHOOL DIPLOMA*****Arrupe Jesuit High School*****May 2021*****Denver, CO*****BACHELOR'S OF SCIENCE- INFORMATION SYSTEMS*****University of Colorado Denver*****Aug 2021 - Present*****Denver, CO***

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**LANGUAGES**

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Spanish (*Native*), English (*Native*).

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**REFERENCES**

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**Joe Chiarelli**, US Foods (*n/a*, +1 (303) 725 0630);

**Sebastian Dinescu**, University of Colorado Denver (*sebydinescu@gmail.com*, +1 (720) 545 3170).