

Gary Gonzales

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Professional Summary

Reliable and experienced sales and logistics professional seeking a full-time position where I can contribute my decades of expertise in inventory management, customer service, and team leadership. Passionate about building strong client relationships and helping teams run smoothly and efficiently.

Work Experience

Parts Coordinator

Connell Resources Inc-Fort Collins, CO
August 2022 to February 2023

- Purchased and tracked inventory for Caterpillar filters, generators, and vehicle hardware.
- Procured construction tools and heavy equipment parts for field teams.
- Entered and maintained accurate data in inventory software to streamline fulfillment.
- Supported on-site efficiency by ensuring timely parts delivery and organization.

Outside Sales Representative

MHC Kensworth-Denver, CO
April 2017 to June 2022

- Oversaw a portfolio of 45+ accounts, selling truck and trailer parts across two states.
- Delivered hands-on support and in-person consultations to clients.
- Identified opportunities to introduce new product lines to long-term customer.
- Maintained detailed knowledge of heavy-duty equipment and market trends.

Outside Sales Representative

FleetPride Truck and Trailer Parts-Commerce City, CO
June 2013 to March 2017

- Managed over 40 commercial accounts across Colorado and Wyoming.
- Provided tailored solutions and promoted new products based on client needs.
- Delivered consistent follow-up and service to maximize account satisfaction.
- Collaborated with internal teams to fulfill complex parts orders efficiently.

Sales Representative

Trans West Truck, Trailer and RV-Denver, CO
January 2002 to September 2013

- Progressed from inside to outside sales, supporting fleet and retail customer.
- Specialized in heavy-duty truck parts at the Frederick, CO locations.
- Assisted walk-in and call-in customers with trailer part needs at the parts counter.
- Built strong customer relationships through product expertise and reliable service.

Education

High School Diploma

Highland High School

January 1981 to December 1981

Skills

- Customer Needs Assessment & Follow Up
- Building and Maintaining Long-Term Client Relationships
- Technical Skills
- Logistics Strategy & Process Improvement
- B@W
- Training & Mentoring Outside Sales Reps
- Office Suite, Basic POS Systems
- Cross-Team Coordination
- Shipping & Receiving
- Field and In-Store B2B Sales
- Leadership
- Karmak
- AS400
- Sales & Communication
- Quote Generation & Account Management
- Customer service
- Organizational skills
- Driving
- Communication skills
- Cash handling
- Sales