

Javier G. Culebro

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Performance Summary Customer Service & Sales

High-potential business professional with a solid track record of delivering customer service excellence to expand customer base and grow bottom-line performance. Finely honed ability to engage customers and build strong relationships. A self-starter with well-developed initiative and the ability to balance competing demands without compromising quality or productivity.

Developed strengths in:

Problem Solving	Retail Sales	Networking
Time Management	Disciplined Work Ethic	Negotiating
Conflict and Issue Resolution	Adaptable & Flexible	Presentation

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- Dynamic performer with the ability to open new territories, create trusted business relationships, and identify, pursue, propose, and close new business opportunities.
 - Robust networking skills with a talent for prospecting, understanding customer needs, and integrating relevant value propositions into solutions.
 - Foreign Language - Proficient in Spanish.
 - An eager learner who quickly integrates new knowledge and skills into job performance to contribute, grow, and excel.
 - Negotiates and structures business deals with self-motivation, initiative, and the business savvy necessary to meet the challenges of today's highly competitive marketplace

Work History

Logistics Specialist	Vestas wind systems	Brighton, CO	01/2016-Present
Lead Inventory Specialist	Copart Inc.	Brighton, CO	10/2014-12/2015
Operations Warehouse Lead	McKesson Corp.	Denver, CO	06/2006-09/2014

Education

- **Front Range Community College**
 - **AAS in Business**
 - **Currently Attending (Online)**
- **University of Phoenix January 2013 –2015**
 - Associate of Arts with a Concentration in Foundations of Business (51 Credits)

Certifications/Professional Accreditations/Licenses

- Introduction to Project Management using Project 2010 Certification
 - By: Project Management Institute
- Communication In Leadership Certification
 - By: Project Management Institute

References Available on Request