



Juan Castro

📍 Grand Junction , CO 81501 📞 (352) 328-5694 📧 juniecastro0307@gmail.com 🔗 [Bold Profile](#)

PROFESSIONAL SUMMARY

Exceptionally accomplished, bilingual logistic specialist with 2 years of professional experience established in the United States Army. Possesses comprehensive knowledge and experience in the management of logistics, supply chains, transportation, material-handling, and warehouse operations. Consistently demonstrates leadership, mentorship, outstanding performance, and exceptional reasoning skills to promote a successful, healthy, and highly functional work environment.

SKILLS

- Issue Resolution
- Restocking abilities
- Vendor evaluation
- Relationship Management
- Delivery Management
- Loading and unloading procedures
- Lift up to **Number** pounds
- Hand truck skills
- Product Merchandising
- Cash Handling
- Stock management
- Account Servicing

WORK HISTORY

VENDOR/DELIVERY DRIVER *03/2022 to 04/2024*

Bimbo Bakeries | Colorado Springs, CO

- Processed transactions by calculating purchase totals and collecting payments.
- Met sales goals by offering excellent customer service.
- Strengthened vendor relationships by maintaining open communication and promptly addressing any concerns or issues.
- Developed long-term strategic partnerships with key vendors, enhancing collaboration and creating mutual benefits.
- Identified cost-saving opportunities by analyzing historical purchasing data and recommending adjustments to sourcing strategies.
- Built and maintained strong relationships with wholesalers.
- Delivered products to any customers at negotiated prices.
- Visited customers to stock retail shelves and document inventory levels.

MERCHANDISER SPECIALIST *05/2021 to 03/2022*

Frito Lay | Colorado Springs, CO

- Coordinated with suppliers for timely deliveries and negotiated favorable purchasing terms for the company.
- Increased sales by implementing effective visual merchandising strategies and attractive product displays.
- Proactively addressed potential issues or concerns related to merchandise presentation or inventory control before escalating them as problems.
- Collaborated with store teams to develop creative promotional campaigns and special events for increased foot traffic.
- Enhanced customer satisfaction with personalized service and expert product recommendations.
- Improved inventory management through regular stock audits, accurate documentation, and efficient replenishment processes.

SALES ASSOCIATE

10/2020 to 05/2021

United Healthcare | Colorado Springs

- Built relationships with customers to encourage repeat business.
- Provided positive first impressions to welcome existing, new, and potential customers.
- Engaged with customers to build rapport and loyalty.
- Solved customer challenges by offering relevant products and services.

Multitasked by researching information for a potential customer while also listening to customer needs.

LOGISTICS MANAGEMENT

07/2018 to 09/2020

United States Army

- Managed distribution of millions of dollars in equipment to 90 soldiers from 4 different companies within battalion during joint readiness training center operations

LEAD OPERATIONS SPECIALIST

10/2016 to 07/2018

Evergreen Lawn Care

- Guided a 4-man crew to complete high-quality lawn care on roughly 15 properties per day
- Trained new employees on using on proper and safe usage of equipment.

ADDITIONAL INFORMATION

Considerable involvement in teamwork and leadership, Proven integrity with a reliable reputation, Premier skills in customer service, Outgoing personality, Experienced in telephone marketing, sales, communication, money handling, account balancing, cost control, inventory/supply chains, budgeting, and customer service, Secret security clearance, Cost control and tracking transportation and materials

CERTIFICATES TRAINING

- Armorer (qualified to issue weapons to shoulders)
- GCSS (Global Combat Support System) Army
- Level one combative certified
- ARIMS (army records information management system)
- Additional qualifications

LANGUAGES

Spanish
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Native or Bilingual