

# Lee Valdez

## Highly Motivated

Denver, CO 80236

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Class B Driving permit . Expert at managing skills bringing proven expertise in working environments. Successful leader and manager equipped with skills to handle high-level problem solving responsibilities.

Outwardly motivated personality, skilled at meeting customer needs with expert communication support. Stays on top of demands in fast-paced environments by effectively using slow periods. Maintain organized, clean and safe work areas with diligent attention to important details.

## Work Experience

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### **Sales Representative/ Contracted Mover**

Unloading Services - Commerce City, CO

May 2018 to Present

- Pursued multiple contacts per week, obtaining leads from diverse pipelines, word of mouth and maintaining strong conversion rates.
- Developed strong business relationships work presentations, and effective leads management.
- Delivered exceptional sales support by staying current on internet marketing. offerings and company processes.
- Overcame objections with effective product demonstrations and persuasive communication skills.
- Exceed sales objectives with tenacious approach to capturing new leads and customers.
- Sustained referral pipeline by developing positive and productive customer relationships.

### **Sales Representative/drywall Deliveries**

Pioneer Materials West - Centennial, CO

November 2019 to October 2020

My communication skills allowed me to deal with customers of commercial and residential deliveries . carrying up to 12 ft. board that weighed from 80 lbs to 200 lbs. as part of the job title. i drove a 20 ft. flatbed truck as part of my job title.

## Education

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### **GED**

Sterling - Sterling, CO

January 2000 to January 2000

## Skills

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- Schedule coordination

- DOT compliance
- Load security
- Vehicle maintenance
- Truck driving
- Customer relations
- Math Skills
- Payment Collection
- Customer Service
- Positive Attitude
- Team Leader
- Flatbed
- Delivery Driver Experience
- Sales Support
- Load & Unload