

Luis Gutierrez

Sales Consultant - T-Mobile

Denver, CO 80221

luismsk56@gmail.com

(720) 520-2106

Skillful and innovative Sales representative with a strong record of successful client network-building and ongoing customer service. Adept at explaining complex of company product and Internet operations concepts in a clear and straightforward manner to a wide range of audiences. Able to function well independently or as a strong member of a sales team.

Core Qualifications

- *Extensive customer service and sales experience.
- *Superior proficiency with e-mail Internet and MS Office applications such as Word Access and Excel.
- *Strong skills in building professional relationships with a diverse client base.
- *Outstanding facility in explaining and promoting product benefits and features.
- *Excellent oral and written communication skills.
- *High problem-solving and negotiation skills.

Authorized to work in the US for any employer

Work Experience

Sales Consultant

T-Mobile - Denver, CO

January 2018 to Present

Employer.

Area Supervisor

Colorado Commercial Cleaning - Denver, CO

April 2017 to January 2018

- *Developing cleaning schedules and assigning staff.
- *Processing leave applications of staff and ensuring their absence is compensated.
- *Hiring and training staff in using cleaning tools and equipment.
- *Preparing training manuals and protocols and ensuring staff follow them.
- *Monitoring and coordinating cleaning activities and enforcing regulatory compliance.
- *Guiding staff on how to keep warning display boards for better visibility near the area being cleaned.
- *Inspected sites and ensured no injuries to cleaning staff and building occupants.

Self Employed/ Owner Operator

Gutierrez Landscaping - Denver, CO

March 2016 to August 2017

- *Operate powered equipment such as mowers, tractors, twin-axle vehicles, chain-saws, electric clippers, sod cutters, and pruning saws.
- *Mow and edge lawns, using power mowers and edges.

- *Care for established lawns by mulching, aerating, weeding, grubbing and removing thatch, and trimming and edging around flower beds, walks, and walls.
- *Use hand tools such as shovels, rakes, pruning saws, saws, hedge and brush trimmers, and axes.
- *Prune and trim trees, shrubs, and hedges, using shears, pruners, or chain saws.
- *Gather and remove litter.
- *Maintain and repair tools, equipment, and structures such as buildings, greenhouses, fences, and benches, using hand and power tools.
- *Mix and spray or spread fertilizers, herbicides, or insecticides onto grass, shrubs, and trees, using hand or automatic sprayers or spreaders.
- *Provide proper upkeep of sidewalks, driveways, parking lots, fountains, planters, burial sites, and other grounds features.

Machine operator/ Lead team

HUNTER DOUGLAS - Broomfield, CO

March 2012 to March 2016

- *Worked on high speed machine equipment and precision machinery used in mass production.
- *Prepared machine for production process by equipping it with the required tools and parts.
- *Assured the constant availability of raw materials and inputs so that the machine could function at all times.
- *Quality - Made sure the products manufactured from the machine were of high quality; made adjustments to improve the quality when possible.
- *Worked over-time to complete the production requirement of the clients.

Maintenance and Adjustments:

- *Monitored the machine regularly to avert preventable breakdowns.
- *Performed regular checks on the parts of machinery and made required adjustments wherever necessary.

Sales Representative

Cricket Communications/ AT&T

May 2015 to November 2015

- *Conducted demonstrations of telecommunications services and products.
- *Developed and maintained new client networks.
- *Submitted client orders and provided installation service assistance as needed.
- *Conducted internet and wireless phone service presentations in public and private settings.

Jcpenney Sales Associate

Westminster, CO

February 2009 to November 2013

- *Met personal monthly personal sales goals on a regular basis, sales goals.
- *Researched and recommended new potential sales opportunities to management.
- *Recommended service and profit enhancement possibilities.
- *Developed customer and colleague networks.
- *Opened and maintained new business accounts.
- *Conducted Multi-tasking task throughout daily.

Assistant Store Manager

Mcdonalds Reinerth Enterprises

September 2009 to July 2011

- *Supervise team members in order to ensure quality of service.
- *Supervise kitchen activities to ensure quality of food.
- *Hire, train and schedule the activities of food service personnel.
- *Ensure cleanliness of the outlet.
- *Investigate and resolve complaints akin to food service and quality.
- *Maintain inventory and ensure adequate stocks.
- *Manage cash register.

Education

Associates of Arts

Front Range Community College
2019