

Aaron Michael

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Personal Process

Recognize and develop existing processes within my work environment to create the best free flowing dynamic relationship with my peers for my career. Bring my smile, breathe deep, and realize every problem is a platform to present a solution. Work smart, then hard. Organization and planning sets in my mind the framework to generate success.

Experience

Having been instilled with the need for profitability from management positions I've held over the years has made me extremely hungry and ready to exceed expectations to incentivize myself and promote my company. In addition to having experience in auto sales, I have several years of retail sales and customer service skills making me very amiable and enhanced my great communication skills. As a manager in the retail and service industry and a sales associate in the telecommunications and auto industry, I've had exposure to customers from a variety of cultural backgrounds and a spectrum of temperaments and personalities and learned how to effectively serve all clients. As a pedalcab driver, I've gained increased strength, stamina, and confidence that come with pitching, closing, and pedaling my own customers. With this, I've gained the ownership perspective and all the industriousness that comes with it.

Education

H.S. Diploma from Southaven High School, Southaven, MS

University of Memphis 2006-2010

4th year student - Bachelors degree in Communication, with a Spanish minor.

Skills

I am a quick learner, logical and creative thinker, math computational skills, proficiency with many computer applications(MS Office, Dealersocket, Dealercentral, Windows and Mac OSX), can write and communicate effectively in Spanish, creative writing and marketing skills, inventory management, tech support, strong organizational skills, great memory/recall, great people/customer service skills, honest straightforward communication. I've also maintained perfect attendance throughout working life.

Job History

Employer: Self-Employed Pedalcab Driver

Bike and Insurance provider:

Mile High Pedalcab Of Downtown Denver

303-733-4222

Employed dates: March 2012 – Present

Responsibilities include: Maintain professional appearance while engaging and/or soliciting potential clients for rides and information guiding them across downtown Denver. Make hay while the sun shines, work 10-12 hour weekends and holidays on my pedalcab transporting several hundred pounds of clients through Denver Lodo and surrounding area.

Employer: Auto Mart USA Commission

835 S. Havana St

Aurora CO 80112

Employed dates: January 2012 – March 2012

Responsibilities include: Meet and greet the customer, analyze the customer's needs, select a vehicle with the customer, thoroughly demonstrate product/test drive, ask for sale, present sales menu, get a commitment and sell, silent appraisal alongside customers and their trade-ins, deliver vehicles, overcome objections, build rapport, educate customers, 100% follow up with existing customers to the point of resolution, maintain csi, manage internet leads in a timely and effective manner, ask for referrals.

Employer: Larry H. Miller VW KIA Commission
8303 W. Colfax Avenue
Lakewood CO 80214

Employed dates: August 2011- Present

Responsibilities include: Meet and greet the customer, analyze the customer's needs, select a vehicle with the customer, thoroughly demonstrate product/test drive, ask for sale, present sales menu, get a commitment and sell, silent appraisal alongside customers and their trade-ins, deliver vehicles, overcome objections, build rapport, educate customers, 100% follow up with existing customers to the point of resolution, maintain csi, manage internet leads in a timely and effective manner, and ask for referrals.

Employer: GO Buick and GMC West Commission
16400 West Colfax Avenue
Golden, CO 80401

Employed dates: April 2011- August 2011

Responsibilities include: Meet and greet the customer, analyze the customer's needs, select a vehicle with the customer, demonstrate product/test drive, ask for sale, present sales menu, get a commitment and sell, deliver vehicles, overcome objections, build rapport, educate customers, follow up with existing customers, maintain csi, and ask for referrals.

Employer: Colorado Baggage Rate of pay: 10.00 hourly plus spiffs
8505 Park Meadows Center Drive #2075
Lonetree, CO 80124
(303) 754-0101 Manager: Krystal Parish

Employed dates: January 2011- May 2011

Responsibilities included: Provide sales and service expertise to customers, assist in inventory management, shipping and receiving, close store, count and drop deposit.

Employer: D'Vine Wines Rate of pay: \$11.00 per hour
577 Goodman Rd E # 7
Southaven, MS 38671-9415
(662) 536-2940 Manager – Josh Michael

Employed dates: January 2006 – January 2011

Responsibilities included: providing product knowledge through an ever evolving palate, provide quality customer service, stocking inventory, counting inventory, assisting with off-site wine tastings, promoting profitability, maintaining store cleanliness and inviting atmosphere, all register duties, key-holder/close store.

Employer: Starbucks Coffee Company Rate of pay: \$6.75-10.50 per hour + tips
180 Goodman Rd East
Southaven, MS 38671
(662)-349-0342 Manager: Lori Vuoso 901-674-2356

Employed dates: February 2004 – November 2008 and April 2010 – November 2010

Responsibilities included: Shift Supervisor, create “third place” experience for every customer, maintaining safe cash pars and registers, personally coaching and developing peers, promoting profitability, serving/maintaining quality beverage standards, maintaining general store security and cleanliness, and promoting a cohesive team atmosphere. Served at several locations.

Employer: T-Mobile Rate of pay: \$9.50 per hour + commission
6313 Stage Road
Bartlett, TN 38134
(901)-384-0561 Manager – Kiwi Jones

Employed dates: November 2008 - May 2010

Responsibilities included: providing sales and service expertise to a diverse customer base, stocking inventory, maintaining a sales quota, peer to peer coaching, increasing revenue, opening/closing of registers, and making service calls to existing customer base

with aim of creating lifetime relationships.