

Miguel Garcia

Multifaceted Business Professional

Windsor, CO 80528

miganggar122@gmail.com

(970) 310-8129

Authorized to work in the US for any employer

Work Experience

Outside Sales Rep

United Rentals - Denver, CO

January 2018 to Present

Effectively navigate assigned territories, completing tactical negotiations with area contractors. Implement various customer management programs during the sales process, successfully coordinating sales goals and progress. Foster mutually beneficial partnerships with both businesses and independent contractors, blending appropriate products and resources according to budgets and business plans.

- Achieved year over year sales growth across the territory by 15% during ever-changing roles and locations based on regional needs.

Rental Department Manager

Titan Machinery - Henderson, CO

May 2016 to December 2017

Directed daily operations concerning service, logistics, and sales, overseeing supervisors of these various personnel. Coordinated the rental and sales fleets with leadership over the general ledger for all business details under federal SOX compliance. Governed any and all issues and queries concerning profit and loss on a quarterly basis.

- Minimized operational expenses by 10% and secured a 24% increase in revenue by refocusing staff and improving employee morale.

Outside Sales Representative

Titan Machinery - Windsor, CO

January 2013 to May 2016

Administered account oversight, territory management, and cold calling activities to drive overall rental revenue across the Denver Metro area. Established and secured yearly sales goals, maintaining strong product knowledge and an in-depth understanding of the commercial and residential construction industry.

- Achieved \$2M in sales within the first year as a full line sales representative.
- Consistently bolstered rental revenue and met or exceeded yearly sales goals.

Certified Debt Arbitrator

Superior Debt Services - Fort Collins, CO

February 2007 to January 2013

Collaborated with customers to ensure completion of debt management programs, utilizing strategic financial counseling and debt negotiations. Maintained up-to-date knowledge of federal and state regulations while coordinating daily member services and operations including 200+ accounts.

- Spearheaded the successful program completion of more than 2,000 clients in the debt consolidation program.

Education

High school diploma

Tahlequah High School - Tahlequah, OK
May 2000

Skills

- Real Estate Management
- Outside Sales
- Construction
- Project Management
- Finance
- Relationship Management
- Negotiations
- Non-Profit
- Account Management
- Cold Calling
- General Ledger Accounting
- Profit & Loss
- Salesforce
- SOX
- Inside Sales
- Financial Report Writing
- Journal Entries
- Customer Relationship Management
- Forecasting

Certifications and Licenses

Real Estate License

December 2018 to December 2021

Assessments

Logic & Critical Thinking — Highly Proficient

June 2020

Using logic to solve problems.

Full results: [Highly Proficient](#)

Customer Focus & Orientation — Highly Proficient

June 2020

Responding to customer situations with sensitivity.

Full results: [Highly Proficient](#)

Sales Fit — Proficient

June 2020

Measures the traits that are important for success in sales positions.

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.