

Oliver Pardo

Go the extra mile to drive sales

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To obtain employment where my skills and past experience may be implemented and new skills may be gained to grow with in the company.

WORK EXPERIENCE

Go the extra mile to drive sales

Pharr, TX - December 2015 to December 2016

stripes, PHARR, Texas

team member Dec 28, 2015 - Dec 06, 2016

Ensure high levels of customer satisfaction through excellent sales service

Assess customers needs and provide assistance and information on product features

Go the extra mile to drive sales

Maintain in-stock and presentable condition assigned areas

Actively seek out customers in store

Remain knowledgeable on products offered and discuss available options

Cross sell products

Team up with co-workers to ensure proper customer service

Build productive trust relationships with customers

Packer

Productos Del Campo - Mission, TX - October 2014 to November 2014

Seal and label each container.

Move completed packages for loading.

Load or stuff different products or merchandise.

Count items. Stack and pile finished goods into containers.

Prepare goods for shipment.

Pack them following a specific set of instructions.

Clean and prepare containers for packing.

Check to ensure containers are damage free

Utility/Dishwasher

Luby - Pharr, TX - August 2013 to August 2013

Clean up spilled food or drink or broken dishes and remove empty bottles and trash

Set tables with clean linens, condiments, or other supplies.

Scrape and stack dirty dishes and carry dishes and other tableware to kitchens for cleaning.

Wipe tables or seats with dampened cloths or replace dirty tablecloths

Wash dishes, glassware, flatware, pots, or pans, using dishwashers or by hand.

Place clean dishes, utensils, or cooking equipment in storage areas.

Maintain kitchen work areas, equipment, or utensils in clean and orderly condition.

Clean or prepare various foods for cooking or serving.

Stock supplies, such as food or utensils, in serving stations, cupboards, refrigerators, or salad bars.

Sweep or scrub floors.
Clean garbage cans with water or steam.
Sort and remove trash, placing it in designated pickup areas.

Vectors Marketing, Texas

- May 2013 to July 2013

Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.

Answer customers' questions about products, prices, availability, or credit terms.

Quote prices, credit terms, or other bid specifications.

Emphasize product features based on analyses of customers' needs and on technical knowledge of product capabilities and limitations.

Negotiate prices or terms of sales or service agreements.

Maintain customer records, using automated systems.

Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.

Prepare sales contracts for orders obtained, and submit orders for processing.

Select the correct products or assist customers in making product selections, based on customers' needs, product

specifications, and applicable regulations.

Collaborate with colleagues to exchange information, such as selling strategies or marketing information.

Busboy

Mission, TX - August 2011 to November 2011

Tasks

Wipe tables or seats with dampened cloths or replace dirty tablecloths.

Set tables with clean linens, condiments, or other supplies.

Scrape and stack dirty dishes and carry dishes and other tableware to kitchens for cleaning.

Clean up spilled food or drink or broken dishes and remove empty bottles and trash.

Perform serving, cleaning, or stocking duties in establishments, such as cafeterias or dining rooms, to facilitate customer service.

Maintain adequate supplies of items such as clean linens, silverware, glassware, dishes, or trays.

Serve ice water, coffee, rolls, or butter to patrons.

Fill beverage or ice dispensers.

Stock cabinets or serving areas with condiments and refill condiment containers.

Locate items requested by customers.

CERTIFICATIONS/LICENSES

TABC

February 2017

ADDITIONAL INFORMATION

Dependable, Reliable, Punctual, Responsible, Good Communication Skills, Great people skills, Customer service

knowledgeable, Highly motivated

Computer Skills

Typing Speed: 30 Words Per Minute

- Apple or Macintosh Computers
- EMail Software (Outlook, Thunderbird, etc)
- Internet Browser (Internet Explorer, Firefox, etc)
- Networking or Lan Software (Cisco, etc)
- Peripheral Devices (Scanners, Printers, etc)
- Personal Computers
- Presentation Software (PowerPoint, Flash, etc)
- Utility Software (Virus, File Compression, etc)
- Word Processing Software (Word, WordPerfect, etc)

Language Skills

English - Excellent (Read Write Speak)