

Sean Barbour's Resume

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Summary

I am a native of Fort Collins, CO. Born in 1984. For the last decade plus i have traveled from coast to coast working many different professions, living and enjoying life trying to find who i am and where I belong on this planet. As fate would have it -I established right back at home in Northern Colorado working within sales/marketing. I have plans for my life and the bar is always set very high. A family man first and a top sales professional/manager creating tremendous success for my family and company are the two top priorities for me both equally important but in very different ways. I've been through some hard times, some low points in life but I also have had some very affluent times as well filled with happiness and gratitude. All of my experiences in my 33 years on this planet roaming around the United States have taught me very unique and priceless attributes and lessons, I've met thousands of amazing people and worked a special variety of jobs. I've experienced thing's most people won't in a lifetime, but I payed attention. I overcame my obstacles and became a well versed, cultured man with ruthless work ethic and an ability to connect with people in a very natural way connecting with them on a comfortable level. I can lift people up, or if need be bring them down a knoth as well by closely using my ears and mouth effectively giving clients the confidence they may need to get things done. Closing a sale to me is about comforting the client through very difficult decisions, for some clients this may be largest decision in their life and I truly want them feel happy and confident making decisions. I can be very methodical with the way I handle the entire process but I simply treat people right, I listen to what the client wants then understand what they need and help with them to a comfortable place feeling confident and proud. I am a consumer myself and I can't stand being sold on something because I usually have done the research and know what I want, I consider myself to be the salesman who understands that for one and two uses reason and logic to help the individual to get what is best fit. Sometimes salesmen get a bad name and I fully understand why, I'm not that guy and I continuously am acknowledged for not being the nasty sales guy who takes advantage of people but the one who actually did his job and helped.

Education

St. John's Military School

Salina, Kansas □ High School Graduated May 2002 □

St. John's is a boarding school based on military values and protocol. Hard work, dignity and respect are values deeply instilled in me as a result of this school. This place taught things you

won't learn in public schools and i experienced a lot you won't experience with public school and that has given me an edge and drive i don't see in very many people.□

Front Range Community College

Fort Collins, Colorado

After some very serious brainstorming, I understood that I was wasting precious time in my mid to late twenties, the jobs I have passion for, are ones I can still be very successful at and accomplish my goals.

Employment History

Thomas Barbour

Laborer/Landscaper/Salesman□I 100% understand that working for family is pretty much a given in anyone's life and should be□offered and done without even talking about it, my father, Tom Barbour, has a ranch with over 100□acres, horses to maintain, he also has rental properties which I handle maintenance and landscaping for. I obtained an endless skills working for my father most important being:

- Work ethic.
- Making every detail of a job or task the best it can possibly be.
- Morals/Ethics.
- Time management.
- I learned patience will pay off along with the hard work.
- I will market and sell automobiles he collects giving me more face to face sales experience.

Working with my hands and seeing a finished product is extremely satisfying for me. My father/boss instilled these qualities in me at a young age and continues to pass down his wisdom.□

Vern's Place

Laporte, Colorado□Kitchen/Front House

May 1999 - October 2002□Working at Vern's was my first real job, due to school I could only work summers, I did that for three consecutive years.□Some skills I was given at Vern's are:

- I learned how to work the entire kitchen.

I worked most front house positions as well.

- I gained a strong sense of teamwork, hard work ethic and learning customer service is the backbone of any company.
- Making a quality finished product I am proud of became a standard with any position.

As a first job, I learned so much to much to list but I understood what it means to be an employee and a team player making sure I was playing my role for a greater goal.

Anthony's Coal Fired Pizza

Delray Beach, Florida□Cook/Assistant Manager

August 2006 - November 2007

□Anthony's was my first experience with cooking for a high end restaurant. Maintaining consistency in a very high pressure environment, while standing in front of a 900 degree oven for hours at a time, all while our cooking line was in the front of the dining room for all the customer to observe, there was no room for error with all eyes on us.

Skills and duties I acquired working there are:

- Controlled all the kitchen operations and responsibilities.
- Responsible for the precise inventory of food and supplies.
- Clearly communicating with and managing the kitchen team members.
- Ensure food was prepared on time and correctly.
- Maintained kitchen work areas, equipment, and utensils making sure everything was prepped, cleaned and ready to cook.
- Create daily production lists and goals for the kitchen employees.
- I learned how to manage close friends as employees, never favoring anyone who didn't put in their best effort.

My time spent with Anthony's was valuable beyond measure and to this day I continue to build on each skill I acquired. □ □

Bagels With

1732 S. Federal Hwy.

Delray Beach, FL. 33483

Bagels With is a coffee house and also a deli, I became very familiar with face to face customer service while working in a very high volume environment.

- I learned to make various coffee drinks
- Perfected my skills as a deli employee
- Built rapport with return customers and had a bit of a fan basis
- Became familiar with the register and payments

This position was one of my favorite jobs of all time being able to work directly with customers making and serving their food.

Center Partners/T-Mobile

Fort Collins, Colorado □ Sales Representative

December 2010 - March 2012 □

Center Partners is a company which partners with very reputable clients and my job was to sell, cellular phones and cell phone plans for T-Mobile. Commissions kept me money motivated and professionally competitive. It was a challenging job but I was one of the top producers out of 1500 employees, I also was in training to be a manager but had to focus on school at the time

□ Skills I gained with Center Partners were:

- I clearly understood what it takes to be an aggressive salesman.
- I learned the fine art of keeping the customer comfortable but quickly guiding them to purchase our products they really do need.
- I became very skilled at following a script and integrating just the right amount of casual conversation to maintain humanity within the call.

After enrolling in school full time I didn't have enough time in the day to make both work, so I resigned and focused on my classes. I became a hungry and experienced salesman through this position, playing a big roll in my maturing into a seasoned salesman.

Fresh Start

Glendale, California

Counselor/Reception/Intake sales and counseling/Office manager □ May 2012 - Jan 2016 □

□ I relocated to Los Angeles and started working for a Rehabilitation Facility named Fresh Start. I did extremely well while working for them, being promoted rapidly from an intern to managing the corporate office taking on a large amount of responsibility.

Skills I learned here are by far the most important out of any position:

- After working admin and reception I was given the office manager position.
- I simultaneously worked as a salesman and got my RAS certification allowing me to work directly with and advise clients and families.
- I ended up being a top closer within two months and made a very positive impact.
- Working in a professional office environment, following a strict chain of command.
- As office manager I was too keep track of every penny coming in and out of the entire organization, keeping records of each transaction. I am very comfortable handling all financial aspects one would need to know as a manager.
- Managing around 20 direct employees and keeping communication with all five facilities.
- Collecting weekly data of every statistic from each employee and client at all facilities then track their progress.
- Putting all the data into about 500 pages of graphs and spreadsheets, then present it to the top executives and game planning how each area can improve.
- I became an absolute professional salesman. I sold programs for \$33,000-\$40,000 with Insurance covering nothing. Basically never meeting face to face with the families, yet I would have them convinced to immediately get the individual on a plane, brainstorm how to come up with the money and get it done, also have all the legal paperwork signed, ALL before stepping foot in our doors.
- Getting to the close and an agreement, having both parties feeling pleased and comforted all within a few hours sometimes.
- Sticking with leads for months even years will pay off.
- Sending an average of 3000 ~~handwritten~~hand-written envelopes through bulk mail promotions.
- The company is 501c3 non-profit so I learned the benefits that come with that and boundaries of handling finances.
- Professionally managing employees under extreme stress, working long 12 hour days six days a week.
- I learned admin duties and data entry at an advanced level and greatly increased my knowledge and experience. I would Microsoft Office programs primarily, I would say I am above average experience with them.

There are so many things that I would like to go on about with my time working for Fresh Start. This was definitely the most influential job I've worked. As a salesman/counselor I was one of around six team members which brought in 100% of the gross income, holding us completely responsible for the company and hundreds of employees relying on us, to get a paycheck.

Zigs Cafe

6812 White Oak Ave
Reseda, CA. 91335

Server/Front house February 2016 - September 2016

Zigs was a great environment to work in, we had a great staff and wonderful customers which would come back all the time. This was a nice change of pace from the office environment and

allowed me to be social and enjoy the people which I was around, especially the regular customers I was able to build relationships with.

Some skills I picked up returning to a server position are:

- Building rapport with our customers.
- Training my brain to remember customers and their orders.
- Enjoying my work environment.
- Making the front and back house work as one unit.
- Honing my customer service skills.
- Being quick with responses and telling the customers what they want to hear.
- I got to work on my management training once again.

I left Zig's once I had planned to move back to Colorado, it was tough leaving but due to outside circumstances. I needed to leave Los Angeles and get back to my roots and settle down for good.

Greyrock Real Estate

Fort Collins, Colorado

Inside Sales Associate □ August 2016 - February 2017 □

Working for Greyrock Real Estate is my start to a field and career I am very interested in. I only □ worked around 30 hours per week and also was taking classes to get my Real Estate license. I am interested in real estate investment properties and wanted to know everything I could.

Skills I learned and sharpened at Greyrock are.

- learning new functions for computer programs such as keeping several extensive databases.
- Using the programs to market by having a strong paper mail and online □ presence.
- Creating promotional flyers, mail campaigns a weekly newsletter for Greyrock to present □ to a vast number of clients and other agents in the Northern Colorado.
- Confronting problems with confidence and solutions.
- Coordinating appointments and inspections making the clients experience with Greyrock, swift and as worry free as it can possibly be done.
- Networking on a very large scale and building ethical professional relationships which in the future will translate into more production

Greyrock is a great company to work for I learned more sales tech, from the absolute pros and will always have a relationship with my boss Stuart, he is someone I want to professionally emulate.

Hobbies & Interests

Some hobbies of mine are sports, cars, cooking and movies. Although work takes the majority of □ my time I try to balance quality time with my girlfriend and her three year old daughter, employment and healthy activities. □

Professional Skills

Server/Front house for Restaurants

Cook

Sales Positions (On the phone and in person) □

- Manual labor/Landscaping
- Using computer programs such as Microsoft Office
- Marketing
- Management
- Professionalism
- Customer Service
- Managing Employee's
- Inventory/Ordering Supplies
- Collecting/Handling/Recording Income for an organization
- Administrative Experience
- Working as a Team
- Producing a product or a service to for a customer or client
- Recording data and other information
- Payroll/Scheduling for employees

References

Robert DeCicco, Anthony's Coal Fired Pizza

Kitchen Manager 954 670 4424

I worked under Mr. DeCicco as his assistant kitchen manager in a fine dining establishment.

Abby Penn, Fresh Start

Manager 818-939-5751 Mrs. Penn was my final manager at Fresh Start at the end of my employment there.

Beau Schroeder, Center Partners

Team Manager 970-420-2995 Beauschroeder@gmail.com. Mr. Schroeder was in charge of the team I was in while working as a salesman for T-Mobile. He taught me the majority of my initial sales experience.

Amina Bertarelli, Zig's

Front house manager 323-899-7540

Mrs. Bertarelli was my manager, she was very pleased with my performance as a server and was upset to lose me, she is an amazing manager and taught me so much.