

ZACH THIEDE

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480-468-6728

Metal Worker

Codi Manufacturing

2021

- Deburr sheet metal for assigned work orders.
- Ensure work area met cleanliness and safety standards.
- Passivate welds on completed units.
- Polish, sand, grind products for customer specifications.

Bartender

Twisted Post (Omaha, NE)

2020

- Was sole employee on closing shift (graveyard) acting as bartender, security, cook barback etc.
- Closed down bar including cleaning, restocking and balancing cash registers & making bank deposit.
- Gained consistent customer base/regulars through local networking.
- Added 5 signature cocktails to menu.

Cable Technician (contract)

TAK Communication (Omaha, NE)

2020

- Install Cox cable in residential homes.
- Follow quality control guidelines in accordance with TAK as well as Cox.
- Ensure customer satisfaction and job completion for every work order regardless of time spent.

Bartender

Westwood Tap and Grill (Glendale, AZ)

2019

- Was sole employee on closing shift (graveyard) acting as bartender, security, cook barback etc.
- Closed down bar including cleaning, restocking and balancing cash registers & making bank deposit.
- Increased profits for my shifts by 30% within one month due to newly acquired regular business.

Account Manager / Recruiter, Tech USA (Tempe, AZ) 2019

- Strategically source by using the internet, job boards, job postings, referrals, networking, social media, internal database, and any other resources to find potential candidates.
- Evaluate candidates' qualifications and strengths by interviewing, both face-to-face and over the phone, and checking references.
- Develop a community presence by networking with local leaders and associations
- Travel to various colleges for Job Fairs
- Assist onboarding of new hires.

Server

Red Devil / Talking Stick Casino (Phoenix, AZ) 2019

- Take food orders and deliver with prompt service.
- Cash handling including balancing drawers.
- Handle customer escalations to ensure return patronage.

Account Manager

EdgeRock Technology Partners (Phoenix, AZ) 2018 - 2019

- Assured continual account satisfaction through initial contact to project completion.
- Established the necessary account situational background to build and maintain a territory plan, account strategy and account plan.
- Participated in necessary training, selling techniques and methods and product capability workshops to stay current in business
- Performed independent research and analysis and development strategies to maximize revenue within accounts, the territory or industry segment.
- Consistently worked with individuals from front line managers to CIO/CTO level to understand business initiatives and provide necessary talent for project completion.

Business Development

Bsquare (Bellevue, WA) 2017 - 2018

- Managed and tracked leads in the Customer Relationship Management system/CRM (Salesforce).
- Utilized Folloze and Clear Slide to maintain drip campaigns with prospective clients.
- Prospect, educate, qualify, and develop target accounts and inbound leads to create sales ready leads.
- Update sales development activities and prospect interaction in CRM to ensure efficient lead management and closed loop feedback
- Appointed as primary contact for inbound leads produced from marketing efforts. Responsibility also included planning sessions with marketing department to provide feedback and process improvement suggestions.

EDUCATION

B.S POLITICAL SCIENCE
NORTHERN ARIZONA UNIVERSITY

A.A LIBERAL ARTS
METROPOLITAN COMMUNITY COLLEGE