

Candidate 4010

TX

Work Experience

Insurance Sales Representative

State Farm -TX November 2022 to Present

- Establish sales plans to meet sales quotas.
- Examine the needs of customers and pair them with the right products.
- Educate clients on insurance options and coverages.
- Network and develop business leads.

Sales Manager

TX December 2019 to Present

- Manage and promote the e-commerce store.
- Buy and sell goods over the internet.
- Drive sales and performance of e-commerce store.
- Negotiate products rates and packaging with wholesalers and manufacturers.

Server

TX January 2022 to November 2022

- Greeted guests, present and describe menu items.
- Took guest orders with accuracy and enthusiasm.
- Modified guest requests based on their preferences.
- Engaged with guests in a friendly and professional manner.
- Prepared and present checks to guests.

Crew

NY March 2018 to August 2019

- Supported guests with product selection and store experience.
- Confirmed, unpacked, and displayed store products.
- Stocked and maintained product options.
- Serviced payment check-out experience for guests.

Bartender

NY March 2015 to August 2019

- Provided outstanding hospitality services to guests at exclusive catering events.
- Assisted in conference food service and organizing banquets.
- Collected orders from guests and ensured swift delivery to banquet rooms.
- Welcomed guests at events.

Bartender

NY August 2010 to April 2014

- Crafted exquisite cocktails.
- Developed knowledge of modern and classic wines.
- Supported servers in making drinks for guests.
- Adapted to working in rapid pace environments.

Education

Bachelor's in Communications

University - NY May 2009

Skills

- E-Commerce
- Catering
- Sales Management
- Bartending
- Serving Experience
- POS
- Marketing

- Social Media Management
- Restaurant Experience
- Cash Handling
- Microsoft Office
- Branding
- Upselling
- Cold calling

Certifications and Licenses

TABC Certified

Bartender License

Food Handler Certification