

# JOHN MAJOR

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*NOTE: My contact information is available by submitting the contact form below*

## Objective

Detail-oriented professional with 8+ years of experience and proven capabilities in client sales, customer service, demand management, and operating policies & procedures. Seeking to leverage my skillset in a client focused sales role.

## Education

### **CENTRAL PIEDMONT COMMUNITY COLLEGE CHARLOTTE, NC**

- Currently enrolled, completing coursework towards A.S. with goal of matriculation to Zoology

### **WESTERN CAROLINA UNIVERSITY CULOWHEE, NC**

- Completed coursework towards B.S. Electrical and Computer Engineering (December 2011)

## Skills & Abilities

- Exceptional Client Sales, Customer/Client Service, Sales Coaching
- Task Prioritization and Optimization
- Microsoft Office

## Experience

### **SALES REPRESENTATIVE | LEAFGUARD | APRIL 2021 - PRESENT**

- Regularly exceed targeted sales goals.
- Actively generate own sales leads through repeat customer sales and staffing information booths at local events.
- Client focused sales, assessing current state and identifying opportunities to improve the quality of life for our clients as well as potentially increase the value of their home through use of our product.

Coach other sales representatives on client focused sales.

### **SENIOR DELI CLERK | PUBLIX | SEPTEMBER 2014 – MAY 2021**

- Provide exceptional customer service by identifying customer needs, assisting with recommendations, resolving issues and concerns and promoting products and services.
- Develop and maintain relationships with both coworkers and customers.
- Maintain quality with minimal product loss during peak demand.
- Review work processes and procedures to determine ways to improve service, performance or safety in compliance with corporate standards and health department regulations.
- Assist department management in training new employees to high standards as well as coordination of assignments to ensure timely preparation of food.
- Execute menu planning and implementation, product placement and ensure quality of hot food items served by the deli.