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Andrew Maluda

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| Education | The University of Alabama, Tuscaloosa, AL Bachelor of Science, Marketing, Expected Graduation 05/2023* Minor in Real Estate
* Dean's List

Northside High School, Northport, AL High School Diploma, 05/2019 |

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| Professional Summary | I'm Andy, a student at the University of Alabama expecting to graduate in 2023. I am majoring in marketing with a minor in real estate. At a young age, I found a passion for sales by working with my dad and gradually branching out. My creativity and ambition have led me to multiple hands-on experiences that I can apply to future opportunities. |

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| Skills |

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| * Sales and marketing strategies
* Client presentations
* Adaptable and Flexible
 | * Team Leadership
* Attentive and Observant
* Problem Solving
 | * Creativity
* Work Ethic
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| Work History | Salesman 02/2020 to Current Premier And R&B Metal Structures, Tuscaloosa, AL* Promoted and up-sold products and services to meet needs of customers.
* Showcased product features to customers and discussed technical details to overcome objections and lock in sales.
* Upheld high standards of customer service by promoting and upselling new products and services.
* Used consultative sales approach to understand customer needs and recommend relevant offerings.
* Followed up with customers after completed sales to assess satisfaction and resolve technical or service concerns.
* Visited customer locations to evaluate requirements, demonstrate product offerings and propose strategic solutions for diverse needs.
* Computed total costs and profit requirements for customer sales to provide accurate pricing.

Seasonal Landscaping 01/2019 to Current Point Break, Northport, AL* Maintained grounds by trimming, weeding and general clean-up.
* Removed weeds, hazards and debris from common pathways to improve usability.
* Used trimmers and chainsaws for grounds maintenance, brush clearing and tree removal and thinning.
* Climb trees to limb and cut down in tight places.

Server and Security 11/2021 to 02/2022 The Grocery Brewpub, Tuscaloosa, AL* Cultivated warm relationships with regular customers.
* Worked with POS system to place orders, manage bills and handle complimentary items
* Bussed and reset tables to keep dining room and work areas clean.
* Resolved guest and employee complaints to maintain complete customer satisfaction and workforce effectiveness.
* As security at the bar, I checked IDs and made sure there were no disturbances throughout the night

Summer Swim Insructor 05/2020 to 08/2020 The University Of Alabama (Swim To The Top), Tuscaloosa, AL* Taught daily swim instruction to students varying in ages and skill levels.
* Planned classes covering different ages and skill levels to prepare students for basic and advanced swimming needs.
* Took notes on strengths and weaknesses of each child in class to track progress.
* Maintained control and safety of class and kept children in flotation always within arm's reach.

Seasonal Plant Vendor 03/2020 to 06/2020 Gardenvision, Tuscaloosa, AL* Answered questions and assisted customers with item selection and location.
* Set up displays and signage to attract customers and boost sales for plants.
* Reconciled inventory and customer orders regularly to monitor product availability.

Line Cook 01/2019 to 02/2020 Newks, Tuscaloosa, AL* Prepared multiple orders simultaneously during peak periods with high accuracy rate, maximizing customer satisfaction and repeat business.
* Set up and prepared cooking supplies and workstations during opening and closing to maximize productivity.
* Created identical dishes numerous times daily with consistent care, attention to detail and quality.
* Changed and sanitized cutting boards, benches and surfaces between tasks to avoid cross-contamination.

Farm Hand 01/2018 to 05/2019 Crump Farms, Northport, AL* Operated farm equipment with extreme care and precision.
* Checked farmland for issues in need of attention, such as fences to mend and broken pipes to fix.
* Operated tractors and self-propelled machinery to plow .
* Repaired farm equipment, completing both emergency and preventive maintenance quickly and accurately.

Lifeguard 05/2017 to 08/2018 PARA, Northport, AL* Monitored safety of guests in and around swimming pool.
* Learned and maintained proficiency in first responder skills such as First Aid and CPR to offer individuals in distress optimal support.
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