|  |
| --- |
| Northport, AL 35475 **|** (205) 534‑5709 **|** almaluda11@gmail.com |

.

Andrew Maluda

|  |  |
| --- | --- |
|  |  |

|  |  |
| --- | --- |
| 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 |

|  |  |
| --- | --- |
|  |  |

|  |  |
| --- | --- |
| 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. |

|  |  |
| --- | --- |
|  |  |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Skills | |  |  |  | | --- | --- | --- | | * Sales and marketing strategies * Client presentations * Adaptable and Flexible | * Team Leadership * Attentive and Observant * Problem Solving | * Creativity * Work Ethic | |

|  |  |
| --- | --- |
|  |  |

|  |  |
| --- | --- |
| 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. |