

David Morton

david@davidaaronmorton.com | Atlanta, GA

SUMMARY:

Customer Service / Sales Associate with supervisory and training experience. Experienced with both inside and outside sales. Extremely well-versed with Microsoft Word, Microsoft Excel, and Microsoft PowerPoint. Typing speed of approximately 75 wpm. Excellent verbal communication skills.

EDUCATION:

Bachelor of Science in Business / MBA Dual Degree *Concentration in Marketing*

Accelerated Program, Excelsior College, Albany, NY
2015 - Present

Anticipated Graduation Date: 12/2018

RELATED EXPERIENCE:

*April 2017
to May 2018*

Corporate Sales Trainer

Hello Fresh, Atlanta, GA

- Trained independent sales associates.
- Followed up on sales leads, applying company-approved sales strategies in order to increase sales volume.
- Selected to attend conference in New York due to consistent sales success.

*October 2014
to August 2016*

Supervisor of Outbound Operations

United Parcel Service, Atlanta, GA

- Supervised and trained 54 warehouse shipping personnel.
- Identified and troubleshoot loading and packing issues.
- Created and maintained statistical data in order to improve loading and unloading time.
- Utilized statistical analyses to create employee work schedules.
- Ensured that direct reports followed operational procedures.
- Consistently exceeded management expectations for load time and quality.

REFERENCES:

Available upon request.