

Luis Lopez

475 Medford Avenue, Hayward, CA 94541

Phone: 707-501-9052

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OBJECTIVE: Accomplished worker seeking to leverage extensive background with a company that provides career advancement opportunities. Extremely motivated for a career and eager to contribute to a company in order to enhance in growth and development.

QUALIFICATIONS:

Detail Oriented	Sales/Marketing	Organizational Skills	Management Experience
Bilingual (Spanish)	Ability to Multi Task	Customer Service	Highly Motivated

WORK EXPERIENCE:

Sales and Marketing

- Generates sales leads through company sponsored events while coordinating with the regional marketing function locally.
- Oversees lead generation for sales team through walk-ins, outreach and promotions.
- Motivate sales staff and monitor their production levels by using the established protocols and sales system programs.
- Establish and maintain the standard company protocol for sales tours and price presentation.
- Maintain and direct training and development of the gym sales staff.
- Establish and maintain an active referral system with the sales team.
- Develop and retain corporate client relationships through the sales team on a monthly basis.
- Submit monthly game plan for training, promotions and department meetings to General Manager and Area Manager.
- Create, implement and promote special events for the gym with regional marketing to generate new member sales.
- Add to my clientele by scheduling appointments and providing tours, answering questions and overcoming objections of potential fitness members.

Server/Waiter

- Check patrons' identification in order to ensure that they meet minimum age requirements for consumption of alcoholic beverages.
- Check with customers to ensure that they are enjoying their meals and take action to correct any problems.
- Escort customers to their tables.
- Explain how various menu items are prepared, describing ingredients and cooking methods.
- Inform customers of daily specials and inform customers of daily specials.
- Prepare checks that itemize and total meal costs and sales taxes.
- Present menus to patrons and answer questions about menu items, making recommendations upon request.
- Remove dishes and glasses from tables or counters, and take them to kitchen for cleaning.
- Serve food and/or beverages to patrons; prepare and serve specialty dishes at tables as required.
- Stock service areas with supplies such as coffee, food, tableware, and linens.

WORK HISTORY:

Personal Trainer	Lopez Training- Hayward, CA	Current
Server/Waiter	Cocina Poblana-Oakland,CA	3 years
Sales Manager	Schober's Athletic Club - Fremont, CA	2 years
Sales and Marketing	Capital Athletic Club - Sacramento, CA	4 months
Sales	Bally's Total Fitness- Pasadena, CA	3 years

EDUCATION:

General Education	Arroyo High School-San Leandro, CA
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Dear Sir/Madam,

Thank you for the opportunity to apply for employment with your company. I have experience on various levels. I have confidence in my ability to meet the current needs of your company.

Past employers have known me to be hard working, dependable, and knowledgeable. In addition, I am a highly motivated individual and listen well to instructions as well as delivering instruction. I have great ability to work well with planning, organizing and administering plans and goals. I also have excellent Customer Service skills.

I am a team player and able to work well individually or as a cooperative team member.

I feel that my skills and experience would be a good match for your current need. Please do not hesitate to contact me at the number provided.

Thank you for your time and consideration. I look forward to hearing from you soon.

Respectfully Submitted,

Luis Lopez