



**Rodrigo Bustamante**  
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## **PROFESSIONAL SUMMARY**

I am a promising young professional with 5 years of outside sales experience and 6 years of retail sales/management experience. I have excelled in the positions I have held because of my determination and ability to provide top-notch customer service.

## **EXPERIENCE**

Kaplan College, San Diego, California..... 2012-2014  
Admissions Representative

- Consistently met or exceeded sales goals and other performance metrics including leading the entire campus with an above 50% Interview-to-Enrollment percentage.
- Developed a new sales presentation which increased Lead-to-Enrollment percentage by 5% in the first month.

University of Phoenix, San Diego, California..... 2009-2011  
Enrollment Team Lead

- Promoted from “Enrollment Counselor” to “Team Lead” within my first year becoming the youngest Team Lead in the market.
- Selected for the company’s FUEL (Future University Enrollment Leaders) and other leadership training programs putting me on the fast track for a management position.

Sports Fever, San Diego, California..... 2003-2005 & 2007-2009  
Store Manager

- Promoted from “Sales Associate” to “Store Manager” upon reaching minimum age required for the position (18).
- Displayed natural leadership qualities overseeing several older and more-tenured employees while helping the company grow from 2 stores to 5.

Lids, San Diego, California..... 2005-2007  
Store Manager

- Recognized for my excellent work ethic and superior Quality Sales numbers, I rose through the ranks from Sales Associate to Key Holder to Assistant Manager and finally Store Manager in 6 short months.
- As Store Manager I was responsible for all store operations as well as motivating my team to reinforce customer service and ensure the store consistently executed all operational functions to company standards.

## **EDUCATION**

Bachelor of Science in Communications ..... 2012  
University of Phoenix

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