

# Katrine M. Carver

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| Objective  |   |
|            | I would like to find a position where I am constantly moving. I am healthy and strong and would enjoy physical labor and mental challenges. I have been behind a desk for a long time and would prefer to pursue a more physically active career. I am currently enrolled in school. My goal is to attend classes <i>around</i> my work schedule for the next 4 years.  |
| Experience |   |
|            | <p>2007-2014 Omni Cable Buena Park, CA<br/><i>Copper and Aluminum wire sales</i></p> <ul style="list-style-type: none"><li>• Signing up 2 accounts a month</li><li>• Reactivating stagnant accounts</li><li>• Demonstrating existing and new product lines.</li><li>• Managing 50 accounts with current sales at 1.5million at 25% GPM</li><li>• Daily use of Salesforce integrated with web based operating system.</li></ul> <p>2006 to 2007 Border States Electric Supply Phoenix, AZ<br/><i>Electrical Contractor &amp; Datacom Customer Service</i></p> <ul style="list-style-type: none"><li>• Counter Sales—maintained GMR of 25% the last six months.</li><li>• Project Management—4 million and 8 accounts</li><li>• Inside sales 2 million my first year</li><li>• Increased customer base and accounts by 10%</li><li>• 70% job wins using my quotations</li><li>• Worked at the counter for the last six months of my stay navigating the warehouse.</li><li>• Filled will call orders and shipped orders.</li><li>• Received incoming materials and stocked shelves.</li><li>• Certified in stand up and sit down fork lifts.</li><li>• Certified in wire cutting.</li></ul> |
|            | <p>2001-2003 Recreational Developments<br/><i>Bartending and Catering for Elite Clientele</i></p> <ul style="list-style-type: none"><li>• Bartending Friday and Saturday evenings.</li><li>• Preparation and food service for a buffet and special order menu.</li><li>• Occasional private parties during the week</li></ul>   |

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|                            | <p>1996–2006 Graybar Electric Phoenix, AZ<br/> <i>Customer Service Representative: Comm–Data</i></p> <ul style="list-style-type: none"> <li>• Sold average of 1.5 million at 22% GMR per year</li> <li>• Averaged addition of two new active customers per month</li> <li>• Participated in manufacturer spiffs yielding 2k in bonuses per year</li> <li>• Worked Counter sales and warehouse duties for three years.</li> <li>• Filled will call orders and shipped orders.</li> <li>• Received incoming materials and stocked shelves.</li> <li>• Certified in stand up and sit down fork lifts.</li> <li>• Certified in wire cutting.</li> </ul> |
|                            | <p>1994–1995 Maricopa County Sheriff's Office Phoenix, AZ<br/> <i>Sheriff's Cook I</i></p> <ul style="list-style-type: none"> <li>• Supervision of up to 40 working inmates in food preparation.</li> <li>• Quality control and sanitation.</li> <li>• Contraband control and inmate safety.</li> </ul>   |
| Education & Certifications |   |
|                            | <p>*California Food Handlers Card.</p> <p>*Will be attending Ashford University this December</p> <p>*Worked part time on weekends for a specialty caterer as a server, sous chef, and bartender 2000–2003 when I lived in Arizona. See; (Temptations Café).</p> <p>1991 Gateway Community College 5 credit hours in retail merchandising. 1998 Glendale Community College 3 credit hours in creative writing.</p>  |
| REFERENCES                 |   |
|                            | <p>*John Rutherford–Co–Worker –Omni Cable<br/>     714–562–0996 (Day time only)</p> <p>*Jeff Chiles–Supervisor –Border States Phoenix<br/>     602–244–0331</p> <p>*Reggie Villanueva or Brian Bush–Counter Supervisors–Graybar Electric<br/>     602–269–2131</p> <p>*Milo and Nancy Fencil–Owners and Operators of Recreational Developments<br/>     (Now called the Temptations Café)<br/>     480–947–2198</p>   |