

AARON LOPEZ

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QUALIFICATIONS SUMMARY

- An innate ability to build instant rapport with staff and customers, by conveying genuineness
- Competent at managing responsibilities in a high-volume atmosphere, ability to work in a fast-paced, intense environment smoothly
- Invariably outgoing, cheerful personality, that is skilled in handling the public with diplomacy and professionalism
- With over 12 years of customer service and sales experience, developing an understanding of the importance to take ownership of one's duties
- Broad knowledge in culinary terminology and craft beer, with a passion to learn more, and a aptitude to explain the information

WORK EXPERIENCE

PUESTO, SAN DIEGO, CA

Host, Feb 2015 – Jun 2015

- Proactively prepared for large parties and reservations, while effectively reducing waitlist time in a extremely high volume restaurant
- Ambitiously cross-trained in other departments, to more suitably assist the team, maximizing optimal flow of dining room

Busser/ Server Assistant, Apr 2015 – Jun 2015

- Skillfully anticipated and addressed guests' needs, while chronically checking on the guests to ensure satisfaction

GOORIN BROTHERS, SAN DIEGO, CA

Haberdasher, Feb 2015 – Jun 2015

- Quickly became proficient on the Company's product, history, and procedures, to promptly contribute to the team's daily sales goals
- Proven ability to swiftly gain customer's confidence and trust, to better assist them, and open up their comfort zone to suggest different styles and collections,
- Acclimated quickly to the high standards of the Goorin Brothers legendary quality of service, while instantly developing a great harmony with the team

24 HOUR FITNESS, SAN DIEGO, CA

Assistant Sales Manager, Nov 2014 – Feb 2015

- Coached the staff in proper upkeep of a gym by cleaning and or assisting them in the cleaning
- Lead the sales team in sales in two of the four months

Membership counselor, Oct 2014 – Nov 2014

- Spearheaded a change in outside sales strategy, which immediately showed results, and expedited my advancement

RIGHT STUFF HEALTH CLUB, CAMPBELL, CA

Fitness Consultant, Aug 2012 – May 2014

- Extensively reduced churn by always providing above and beyond customer service, which in turn resulted in copious amounts of referrals
- Promoted to Lead Fitness Consultant in 6 months, moved to the highest grossing club out of twelve gyms, while consistently finishing in the top 5 in gross sales
- Assisted Owner and Managers with management and coaching of all staff members including front desk, personal trainers, and the maintenance team.

Front Desk Associate, Sep 2012 – Feb 2013

- Promoted to Fitness Consultant in five months without having the required experience of having been a longterm personal trainer, by displaying ambition in joining the sales team

Maintenance, Aug 2012 – Sep 2012

- Promoted to Front Desk Associate in one month, by demonstrating quality, detailed work, and having initiative to learn other duties

**ADDITIONAL
WORK HISTORY**

METRO PCS, CAMPBELL, CA
Retail Sales Consultant, Jun 2009 – Jul 2012

NORDSTROM, SAN JOSE, CA
Sales and Product Specialist , Jul 2008 – Jun 2009

AT&T/CINGULAR CORPORATE, GILROY, CA
Sales Representative, Sep 2005 – May 2008

BEST BUY, GILROY, CA
Sales and Product Specialist , Feb 2005 – Sep 2005

UNITED STATES NAVY, CAMP PENDLETON, CA
Hospital Corpsman Petty Officer Third Class, Aug 1999 – Nov 2004

EDUCATION

BAR SMARTS, , CA
Jun 2015 - Present

PRECISION NUTRION, , CA
Sep 2014 - Present

**ADDITIONAL
SKILLS AND
CERTIFICATES**

- Bilingual English/Spanish
- Food Handlers Card
- Proficient with OpenTable operating system