

CHRISTOPHER PETTINEO

4624 NW 99th Lane ▪ Coral Springs, FL 33076 ▪ (954) 618-7004 ▪ cjpettineo@yahoo.com

EDUCATION

Florida State University, Tallahassee, FL
Bachelor of Science in Marketing

April 2021

PROFESSIONAL EXPERIENCE

Southern Glazers Wine & Spirits, *Advantage Sales Consultant*, Miami, FL August 2021 - Present

- Overachieved my revenue goal by 49.4% in October 2021
- Won the Campo Power Months contest and achieved 155% of my goal
- Surpassed my Deutsch BGD goal by 32%
- Analyzed data and insights from CRM to grow sales, identify customer needs, and achieve objectives
- Possessed an acute knowledge to the 20,000+ products in the portfolio and presented them in each account
- Managed customer needs and expedited the resolutions of issues to maximize customer satisfaction

Southern Glazers Wine & Spirits, *Merchandiser*, Broward County, FL April 2021 - July 2021

- Coordinated with a team to ensure success in all accounts
- Built relationships with customers based on trust and accountability
- Adapted sales approach to target each customer business needs

FSU Foundation, *Sales Representative*, Tallahassee, FL August 2019 - December 2020

- Directly engaged with 200 prospects a day through a telephone marketing campaign
- Adjusted sales scripts to target the interest of individuals while building and maintaining relationships
- Maximized results and secured commitments through compelling sales techniques and donor follow up

BJ's Restaurant & Brewhouse, *Busser/Barback*, Tallahassee/Coral Springs, FL January 2018- August 2018

- Coordinated and maintained a clean bar and restaurant
- Ran direct orientation and training programs for new employees

LEADERSHIP & INVOLVEMENT

Involvement:

- The Beta Iota Chapter of Phi Kappa Tau
 - Organized philanthropy with attendance of over 65 people
 - Arranged meetings with over 100 attendees

Volunteer: Habitat for Humanity, Dance Marathon, Ronald McDonald House