

Gaetano “Guy” Eichberg

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Mission Statement

Strive to exceed customer/ employer expectations by delivering second-to-none service. Maintain customer needs in all enterprises and interactions, always putting the customer first.

Management Skills

Optimization of processes, people management, lead though example, fine tuned communication skills, min maxing budgeting for increased success, analytical thinking with creative solutions.

Sales Skills

Understanding the sales process is vital for any sales professional.

10 Steps To Sales.

Meet and greet, fact finding, selecting a product, presentation and demonstration, trial close, trade-in evaluation, write up, negotiate and close, completing all required documentation, delivery.

Depending on your company's industry, these steps will change.

Computer Skills

Microsoft office, Windows,

Looking for New Career Possibilities

Offering an award-winning track record of customer care excellence within high-volume environments that include...

Management ● Sales ● Creative Problem Solving

Key Skills

- **Sales Experience**
 - Establishing rapport
 - Qualifying customers to decipher between needs and wants.
 - Up selling extra products
 - High closing ratio
 - Ability to multi-task
 - Excel at repeat/referral business
 - Consistent production
- **Computer Experience Hardware**
 - Hardware diagnostics
 - Scrub hard drives
 - Build/repair computers
 - Basic networking software
 - Data/password recovery
 - Virus and *ware removal
 - Tune-up
 - Basic networking

Professional Experience

- | | |
|---|---|
| Red Carpet | Night Time Manager/Trainer 4/22-Present |
| Eichberg Investing (Self) | Stock/Cryptocurrency Day Trader 6/20-4/22 |
| Walmart | Customer Service Manager 6/18-6/20 |
| Starving Students | General Sales Manager 7/16-11/16 |
| (TRAVEL SALES) HRI/Others - USA | Salesman, 3/15-5/16 |
| Clever Bytes, LLC | IT Consultant, 6/11-9/13 |
| Malibu, Ca | |
| Sunrise Ford | Salesman, 11/10-2/11 |
| Hollywood, Ca | |
| (TRAVEL SALES) LEVEL 10, ASE, HIGH IMPACT - USA | Team Leader/Closer/Salesman, 3/04-10/10 |
| Saturn of AV | Salesman, 2/04-3/04 |
| Lancaster, CA | |
| Lancaster Honda | Account Executive, 5/03-2/04 |
| Lancaster, CA | |
- Red Carpet – Trained New and current staff on new/current procedures. Creative solutions to unexpected problems.
 - Eichberg Investing – Excelled at analyzing charts and graphs. High accuracy for predicting proper entry and exit strategies.
 - Walmart – Managed 30+ employees. Optimization of processes. Increased my staff's efficiency and happiness. Ran the entire front end of the store.
 - Starving Students – Restructured entire sales process. Assisted in rebuilding business plan. Trained sales staff on new processes. Took the company out of chapter 14. Highest closing average of all sales staff.
 - Travel Sales – Surpassed numerous Dealerships sales records on profit per unit as well as total profits. Trained Dealerships sales staff in techniques to increase their sales performance. One of the highest closing/profit averages in the nation.

hardware diagnostics, build and repair computers, data recovery, password recovery and removal, scrub hard drives, cloning, virus and *ware removal, tune-up, basic networking registry fix, system optimization, privacy sweeps, setting up modems, routers,

- Sunrise Ford – The only retail sales person to have an hat trick in a day.
- Clever Bytes, LLC – Servicing homes and businesses with all computing needs.
- Lancaster Honda – Excelled in building rapport with clients to generate repeat business and strong referrals.

Education

- California State University Northridge — Northridge, CA
 - Major - Business Management
- Antelope Valley College — Lancaster, CA
 - Major - Business Management
- West Valley Occupational Center
 - A+ Certification Training