**Andrew Beers**

theandrewbeers@gmail.com | 719-464-5087 | Colorado Springs, CO

SUMMARY: To obtain the position of innovation consultant within a company offering different views and perspectives creating growth and profit potential

EDUCATION:

University Of Colorado Colorado SpringsDecember 2022

Bachelor of Innovation, Business Management Degree,

Cross Core Creative Communication

TECHNICAL SKILLS: Microsoft Office Programs

EXPERIENCE:

**College Hunks Hauling Junk and Moving**

Move Captain: August 2021 – December 2021

* Lead teams of 2-10 people on full-service moves
* Awarded Hunk of the Month 3 of 5 months

Sales and Marketing Specialist: January 2022 - Present

* Oversee a team of 4 estimators and their performance
* Increased Estimate Completion percentage from 45% to 60%
* Organize and set up marketing events
* Increased Revenue 20% company wide
* Trained over 100 employees on sales and communication skills
* Increased Upsell % of Revenue by 2% or $38,200
* Created customized newsletters sent out to 22,000+ people

**Discount Tire Co.**

Tire Technician and Salesmen: June 2016 – July 2021

* Trained over 20 employees on store operations as well as trained in

the second ever Discount Tire Training Academy.

* Co-ran weekly meetings on store operations and organization.
* Broke two store sales records in back-to-back years from 800k to 900k.
* Oversaw a team of 10 people and operating smooth and efficient workflow.
* Conducted inventory management of 1500+ tires on a weekly basis including incoming and outbound shipments.
* Communicated clearly with 100+ customers a day on their safety and quality of the service they are receiving.