

Daniel Vazquez

Miami, FL | [linkedin.com/in/dvazquez777/](https://www.linkedin.com/in/dvazquez777/) | (786) 384-3762
davazquez714@gmail.com

Conflict Resolution ⊙ Operations Management ⊙ Team Leadership

I am genuine, personable and have a natural passion for helping others. Highly confident leading a team, working on one; or independently. I take pride in my versatility and ability to comprehend new concepts quickly. Small business administration and digital marketing certificates- B.A.S. March 2021-member of International Rotary.

Areas of Expertise

- ⊙ Implementing Directives
 - ⊙ Process Optimization
 - ⊙ Lead / Support Role
 - ⊙ Administration
 - ⊙ Client Relations
 - ⊙ Conflict Resolution
 - ⊙ Risk Management
 - ⊙ Team Building
 - ⊙ Data Analysis
-

Professional Experience

AutoNation- Miami, Florida- Sales

February 2021-

- Facilitated transactions as high as \$160,000
- Comprehension of front/back dynamics
- E-commerce, Outbound/Inbound calls, Walk-in
- Conflict Resolution
- Appraisals, vehicle reconditioning

Avail "An AllState Company"- Miami, Florida- Field Operations

November 2020- February 2021

- Quality Assurance audits / Asset reporting and management
- Procurement
- Fleet management
- Business development / Digital Marketing
- Salesforce, Absorb and software utilization to complete tasks
- Autonomy to resolve complex, unpredictable situations

PayProp USA- Miami, Florida- Account Executive

August 2019- March 2020

- Planned and executed individual prospecting strategy
- Cold calls and door-to-door
- Introduced new product to existing market
- Communicated with hundreds of individuals on a weekly basis
- Remote position

Daniel Vazquez

Freedom Fresh- Miami, Florida- *Account Management*

January 2019- August 2019

- Business development consisting primarily of cold calls and visits.
- Signed marquee accounts.(Hospital, Landmark Hotel in Miami, FL)
- Strengthened client relationships through service leadership
- Reactivated lost accounts through productive conversation

AutoNation- Miami, Florida- *Sales*

August 2013- January 2019 _ March 2021- Present

- Facilitated transactions as high as \$160,000
- Comprehension of front/back dynamics
- E-commerce, Outbound/Inbound calls, Walk-in
- Conflict Resolution
- Appraisals, vehicle reconditioning
- President's award team. (2014, 2015, 2016)

Valor Security Services- Miami, Florida- *Shift Supervisor*

August 2010- August 2013

- Promoted to supervisor after 1 year of tenure for exceptional performance
- Managed an average of 6 - 10 officers at a time
- Reporting all incidents in a detailed/concise manner
- Reported directly to the Director of Security
- Responsible for scheduling, payroll and implementing directives

Achievements

- Important team role in achieving prestigious dealership awards (President's Award, Top 100 Dealer)
 - Sales and customer relations certificates across multiple auto brands.
 - Proven track record of increasing sales and gross profit.
-

Education

Miami Dade College

- BAS in Supervision and Management (March 2021)
- Business Specialist Certification (Miami Dade College)
- Digital Marketing Certification (Miami Dade College)
- Sandler Sales Training (Dallas, TX)

Daniel Vazquez
