**Kevin Ramos
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## Professional Summary

Accomplished sales professional with over 5 years of experience in high-performing retail environments at T-Mobile, AT&T, and Verizon. Recognized for surpassing sales targets, exceptional customer service, and strategic team leadership. Additionally skilled as a self-taught full-stack developer, proficient in building responsive, innovative web solutions. Eager to leverage strong interpersonal, analytical, and technical abilities in a dynamic new role within cannabis retail.

## Professional Experience

* Retail Sales Expert | T-Mobile | 3 Years

- Consistently ranked top-tier for exceeding sales targets and customer satisfaction.
- Led customer interactions with integrity, empathy, and persuasive communication.
- Mentored new hires, significantly improving store productivity and teamwork.

* Assistant Store Manager | AT&T | 1 Year

- Directed daily operations, achieving highest district sales performance consistently.
- Implemented targeted training programs, boosting employee sales skills and store profitability.

* Sales Associate | Verizon | 1 Year

- Expertly matched customer needs to optimal products, enhancing loyalty and repeat business.
- Collaborated effectively to achieve team goals, fostering a supportive sales environment.

## Web Development & Technical Skills

* Independent Full-Stack Developer | Personal & Freelance Projects

- Built sophisticated web applications using modern JavaScript frameworks and responsive design techniques.
- Highly proficient in HTML5, CSS3, JavaScript, and version control with Git.
- Experienced in web hosting, deployment processes, and cross-platform compatibility.
- Adept at problem-solving, debugging, and enhancing user experiences through creative design.

## Core Skills

* Exceptional Customer Service & Sales Techniques
* Full-Stack Web Development (JavaScript, HTML, CSS)
* Responsive & User-Centric Web Design
* Effective Communication & Negotiation
* Team Leadership & Staff Development
* Advanced Problem-Solving & Analytical Skills

## Availability

Fully open availability including weekends. Tues after 12 PM, Thurs after 5 PM due to classes.

## References

Available upon request.