

KOLE DALLAM

SUMMARY

Having recently graduated from the Full Stack Web Development Bootcamp at the University of Utah, I now bring to the forefront a comprehensive understanding of both front-end and back-end programming. My academic journey has sharpened my problem-solving prowess, enabling me to confidently and creatively conquer technical challenges. When I'm not immersed in lines of code, you can find me gliding down snow-laden mountains or engaged in captivating video games. I pride myself on my humor, which helps me establish a relaxed and accessible atmosphere. In essence, I offer a vibrant blend of technical acumen, sophisticated problem-solving abilities, and warm interpersonal skills. I am fully equipped and excited to make a meaningful contribution to the workforce.



EXPERIENCE

Sales Representative, 01/2023 - Current

Xfinity Comcast - Herriman, UT

- Engaged casual shoppers to provide information about featured products and recommend merchandise ultimately driving sales.
- Greeted and assisted customers to foster positive experiences.
- Fostered relationships with customers to expand customer base and retain business.
- Presented products and services to prospective and existing customers to meet client needs.
- Developed key customer relationships to increase sales.

Sales Representative, 11/2021 - 09/2022

Verizon Wireless - American Fork, UT

- Increased sales by offering advice on purchases and promoting additional products.
- Achieved monthly sales goals by promoting product benefits and enrolling new clients.
- Retained excellent client satisfaction ratings through outstanding service delivery.

Front End Coordinator, 02/2021 - 09/2021

Sierra Trading Post - Riverton, UT

- Took over cash register duties during busy periods to keep customers lines moving.
- Managed front-end merchandising and maintenance, keeping shelves properly stocked.
- Delivered high level of service to both internal personnel and customers when answering phone, handling issues and greeting visitors.

CONTACT

Address: Herriman, UT 84096

Phone: 435-633-5639

Email: KolejasonD@gmail.com

SKILLS

- Product and Service Knowledge
 - Business Development
 - Negotiation Tactics
 - Verbal and Written Communication
 - Code Development
 - HTML Proficiency
 - CSS Expertise
 - Agile/Scrum Methodology
 - Time Management and Organization
 - Analytical Thinking and Problem Solving
 - Calm and Professional Under Pressure
 - Customer Service
 - Customer Relations
-

WEBSITES, PORTFOLIOS, PROFILES

<https://github.com/00LEEE>

<https://00lee.github.io/My-Portfolio/>

<https://www.linkedin.com/in/kole-dallam-316033223/>

- I was in charge of the Credit card sales and meeting the numbers and goals we had as a team. I lead the charge in teaching 45+ people how to actively use creative sales techniques and friendly customer service skills to sell our Rewards Credit Card.

Store Manager, 08/2019 - 12/2020

Chip Cookies - Riverton, UT

- Enhanced customer satisfaction and store operations through relationship building and daily problem-solving.
 - Updated and maintained store signage and displays.
 - Prepared weekly schedules to verify proper floor coverage within fiscal guidelines.
 - Reviewed customer feedback to make operational improvements and promote satisfaction.
-

EDUCATION AND TRAINING

6 Month Bootcamp, Full Stack Development, 05/2023

University of Utah - Salt Lake City, UT

Associate of Arts, Fine Arts & Business , 05/2022

Salt Lake City Community College - Salt Lake City

Some College (No Degree), General Studies

Snow College - Ephraim, UT

High school diploma

Gunnison Valley High School - Gunnison, UT

CERTIFICATIONS

Winners Circle 2021 - Verizon Wireless top sales Rep in the territory.