

# LORENZO MARSHALL

## SALES SPECIALIST/CONSULTANT

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**A** 795 Indian Creek Rd NW  
Willis, VA 24380

### OBJECTIVE

Proactive, self motivated and determined Culinary Arts major (3.6 GPA) honors graduate Escoffier School of Culinary Arts, with 10+ years of work experience. Aiming to leverage a proven knowledge of cross-functional team building & leadership, quality customer driven management, and performance improvement skills to successfully fill the role at your company. Frequently praised as focused and determined by my peers, I can be relied upon to help your company achieve its goals. Always early - never late!

### EXPERIENCE

#### Sales Specialist/Consultant

Floyd CDJR, Floyd, VA / February 2024 – June 2024

- Knowledge building on New and Used vehicles
- Apprising customers vehicles through V-auto
- Quality Family Orientated Customer Service
- Contacting leads using Vin-solutions via phone, text and email
- Delivery of new and used vehicles to customers and guests
- Public relation with local events
- Staying up to date with Stellantis dealer-connect training
- Stellantis “Chrysler, Ram, Dodge and Jeep” Credit Card applications trained
- Expert training completion 2024 with; RAM, JEEP, Mopar, U-connect and EV-Solutions

#### Kitchen Manager

Texas Roadhouse, Christiansburg, VA / December 2022 – December 2023

- Managing BOH Inventory
- Managing Sygma and Produce Orders
- Screen possible applicants for BOH roles, jobs and duties
- Leading Legendary Food, Legendary Service
- Coaching and Leading BOH and FOH employees with the TXRH top 10 Goals and expectations.

### EDUCATION

#### ESCOFFIER SCHOOL OF CULINARY ARTS

**GPA: 3.6**

*Boulder, CO*

*Associate in Fine Arts (A.F.A.)*

*Culinary Arts*

*(Graduated with honors*

*September 2021)*

### KEY SKILLS

- VDOT SALES LICENSE  
CURRENT
- VEHICLE APPRASIAL  
TRAINED
- DEALER CONNECT TRAINED
- VAUTO TRAINED
- VIN-SOLUTIONS TRAINED
- EXPERT RAM, JEEP, U-  
CONNECT, MOPAR AND EV-  
SOLUTIONS TRAINING
- PROJECT MANAGEMENT
- SAFETY SPECIALIST
- FIRST AID/AED TRAINED
- OSHA 10 COMPLETION
- PROACTIVE AND DECISIVE
- READY “CAN-DO” ATTITUDE
- MANAGEMENT, LEAD AND  
TRAINER EXPERIENCE
- SERVESAFE CERTIFICATION

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## **LOTO Tech and Safety Specialist**

Martin Technical, Louisville, CO / July 2022 – September 2022

- Writing lock out tag out procedures in Rapid LOTO and E-Writer LOTO.
- Understanding and abiding by OSHA regulations.
- Understanding what key factors come to LOTO safety.
- Using various labels and electronic devices to help site employees where to find isolation devices.

## **Internship (Student Chef)**

*Micky G's Italian Bistro, Floyd, VA / Jun 2021 – Nov 2021*

- Food Prep, Cooking for Customers, Assist with making salads and Dressings, Appetizers, Fry Station, Sandwich Station, Assist with Main Entrees and Daily Specials, Help Owner with Inventory and Food Rotation
- Opening and Closing

## **Farm Maintenance**

Marshall Farms, Willis, VA / June 2018 – September 2022

- Maintain Tractors and Machinery.
- Keep property looking neat and professional.
- Maintaining Buildings and updating electrical and plumbing fixtures as necessary, repairing and replacing fence lines.
- Using Tractors and attachments to use throughout the property for multiple different tasks.

## **SECURITY OFFICER**

*Universal Protection Services, Christiansburg, VA / Jan 2017 - Jun 2018*

- Monitor and authorize entrance and departure of employees, visitors, and other persons to guard against theft and maintain security of premises.
- Write reports of daily activities and irregularities such as equipment or property damage, theft, presence of unauthorized persons, or unusual occurrences.
- Call police or fire departments in cases of emergency, such as fire or presence of unauthorized persons.
- Answer alarms and investigate disturbances.
- Patrol industrial or commercial premises to prevent and detect signs of intrusion and ensure security of doors, windows, and gates.
- Warn persons of rule infractions or violations, and apprehend or evict violators from premises, using force when necessary.

## **Waiter, Chef, Host**

- ABC CERTIFICATION
- I9 TRAINING COMPLETION

## **AWARDS**

- EMPLOYEE OF THE MONTH
- EMPLOYEE OF THE YEAR
- LEADERSHIP AWARD
- HONORS AWARD
- BLACK BELT IN SHOTOKAN KARATE AND TAEKWONDO
- LVL 3 KRAV MAGA INSTRUCTOR
- 2<sup>ND</sup> PLACE IN SALES AT FLOYD CDJR IN APRIL AND MAY 2024

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*Sakura Japanese Steakhouse, Christiansburg, VA / Sept 2010 – Jan 2011*

- Food Prep, Cooking for Customers, Assist with making salads and Dressings
- Wait Tables, Bring out food and drinks to customers, Opening and Closing, Help with distribute tip share between waiters and chefs, Show Customers to tables and make sure they are served quickly and Efficiently
- Fry Cook, Grill, Front Cashier, Drive-thru, Dining Room Maintenance

**Hibachi Chef**

*Kabuki Japanese Steakhouse, Christiansburg, VA / May 2010– Sept 2010*

- Food Prep, Cooking for Customers, Assist with making salads and Dressings

**Front Lead Waiter/Host**

*Koto's Japanese Steakhouse, Lynchburg, VA / Dec 2009 – May 2010*

- Wait Tables, Bring out food and drinks to customers, Opening and Closing, Help with distribute tip share between waiters and chefs, Show Customers to tables and make sure they are served quickly and Efficiently

**Shift Manager**

*Wendy's, Lynchburg, VA / Jan 2009 – Dec 2009*

- Manage Shifts for Employees, Assist and Manage Inventory for General Manager, Check Food Temps, Make sure Sanitation Stations were Properly maintained and rotated, Make sure food was rotated

**Fry Cook**

*Wendy's, Lynchburg, VA / Nov 2008 – Jan 2009*

- Fry Cook, Grill, Front Cashier, Drive-thru, Dining Room Maintenance

**Busser**

*Red Lobster, Lynchburg, VA / Jun 2008 – Jan 2009*

- Clean tables, Bathrooms, Assist Waiters with food orders and drink refills

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**REFERENCES**

Wendy Alexander, General Sales Manager, Floyd CDJR  
1-276-733-7787  
walexander@aagfloyd.com

Lewis Pepples, Lead Training Manager, Aschenbach Auto Group  
1-540-729-2926  
lewis@aschenbachautogroup.com

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Deb King, Public Relations Manager Floyd, Ford and Chevy  
Aschenbach Auto Group  
1-276-620-7856  
dking@aagford.com

Michael Bundy, LOTO Tech, Arc Flash and Confined Space Tech  
1-276-229-9763  
michaelb@martechical.com

Chris Crookshanks, EMT-Paramedic, Firefighter, EMT & CPR Trainer  
1-540-392-7528  
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