Miguel Rosales

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# Profile

Experienced and self driven bringing forward valuable industry experience and a passion for business development. Motivated by results with a track record of working with team members to establish and reach goals. Experienced in retail and freelance settings, and adapt effectively at managing all business operations.

# Experience

Computing Sales Associate, BestBuy; Oceanside, CA —2017-2019

Established strong credibility with clients by providing information based on their needs resulting in high close rates and customer loyalty.

Demonstrated leadership qualities by serving as team leader when needed to maintain seamless operations and procedures.

Partnered with management to oversee store day to day performance to ensure efficient and productive workflow.

Contributed with management to create effective trainings for team members.

Apple Team Lead, Apple;BestBuy, Oceanside, CA 2020-2023

Managed Apple financials within district of twelve locations which provided our store with a significant amount of revenue per year.

Utilized organizational and relationship abilities on a daily basis to discover business weaknesses and strengths.

Encouraged daily performance reviews and training across team members to ensure that everyone was comfortable with business strategies.

Maximized customer satisfaction by catering to needs which brought lasting relationships bringing us future business.

Entrepreneurial Ventures, Self Employed, 2023- Present

Entered the world of business through stock market analysis utilized all past experiences to strategically plan in order to become profitable.

Managed own business selling products sourcing inventory for under market value and then selling at a premium optimizing profits on every transaction.

# Education

Miracosta College, Vista, CA - Present

Business ; Marketing Development

# Languages

English

Spanish

# Skills

Seven years of experience in customer relations and business development.

Well versed in modern technology to prosper over challenges.

Development of branding for businesses.

# Awards

Sold over one million dollars every year in retail sales.

Top performer across financial metrics six years in a row.