

CURTIS WILSON

SUMMARY

Aggressive results driven sales professional with extensive automotive knowledge. Proactive customer relations and needs assessment leader with exemplary people skills. Eager to learn new sales techniques and optimize sales results. Local, dependable and goal oriented sales professional.

EMPLOYMENT

Sales Associate/Service Provider | Dust Mite Magic | Gainesville, GA **Mar 10 - Present**

- Management of previous and new client sales and relations.
- Estimating, scheduling and invoicing of client appointments.
- Lead service provider for air duct cleaning appointments.
- Transaction and billing representative.

Independent Associate/Marketing Director | Ignite | Buford, GA **Feb 10 - Present**

- Set appointments for business presentations.
- Implement gas services with local deregulated markets.
- Recruitment and training of new and old associate sales team.
- Qualified 2nd level performer as marketing director.

Server | Outback Steakhouse | Suwanee, GA **Jan 08 - Apr 10**

- Optimum dining service experience provider.
- Provide excellent customer service.
- Worked to build a base of regular customers.
- Increased customer volumes by weekly face to face prospecting.

Aviation Propulsion Technician | Sensenich Propellers | Gainesville, GA **Jan 07 - Jul 08**

- Trained in propeller blade dimension analysis.
- Assembled and installed factory new units.
- Overhauled used propulsion devices to serviceable or new limits.
- Customer service representative and delivery driver for Southeastern United States.
- 2 time receiver of employee of the month.

Aviation Maintenance Apprentice | Brisco Field | Lawrenceville, GA **May 06 - Dec 06**

- Performed routine maintenance on all manner of aircraft.
- Assisted in engine overhauls, sheet metal repairs, and other aircraft needs.
- Flight testing of maintained aircrafts.

Dispatcher | Flight School of Gwinnett | Lawrenceville, GA **Jan 06 - May 06**

- Opening and closing of flight school facilities.
- Scheduled airplane rentals and flight instructors.
- Ground school course and general pilot store sales representative.
- Responsible for coordinating airplane maintenance with certified repair shop.

Sales Associate | America's Mattress | Lawrenceville, GA **Aug 04 - May 05**

- Opening and closing of America's Mattress store.
- Customer service sales representative.
- Knowledgeable mattress sales representative for Serta bedding product line.
- Implemented finance programs and paperwork for purchasing clientele.
- Coordinated with American General and Wells Fargo financial service departments.
- Scheduled deliveries of purchased bedding products.

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EDUCATION

Central Gwinnett High School - Lawrenceville GA - Class of 1997
High School Diploma - College Preparatory

Flight School of Gwinnett - Lawrenceville GA - Sept 2004 - Present
Private Pilot Certificate, Instrument Rated, High performance and complex endorsements
Studying for Multi Engine and Commercial Certificate
G1000 Instrument Certification and many types of navigation equipment.

REFERENCES

Billy Kirk - Sales Associate
Jim Ellis Porsche
678.231.7650

William Perdue - Owner/Creative Director
Perdue Vision LLC
paul@perduevision.com
770.316.2812

Elizabeth Kirk - Realtor/Short Sale Specialist
REMAX Greater Atlanta
elikirk@bellsouth.net
770.355.7163

Mark Dawson - Supervisor
Dust Mite Magic
678.617.7423

David Shirley - Team Leader
Ignite
404.310.3436

John Little - Retired Naval Aircraft Electrician
US Navy
678.316.3424

Neal Jones - Shop Supervisor
Sensenich Propellers
678.350.5158

Fernando Disotos - Pilot/Aviation Mechanic
Brisco Field
770.513.0000