

# Vincent Frenes

## **Account Manager - Applied Industrial Technologies**

Albuquerque, NM 87114

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I am seeking a position with a growing and progressive company, which would utilize my skills and experience. I'm a hard working, enthusiastic, dependable, self-motivated person that takes responsibility to get the job done and takes pride in achieving the best possible results.

#readytowork

Authorized to work in the US for any employer

## Work Experience

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### **Manager of Sales**

Chameleon Construction - Albuquerque, NM

March 2020 to Present

Establish and maintain customer relationships, Sales and Development. B2B

### **Sales Representative**

Armour Pavement - Albuquerque, NM

July 2019 to February 2020

Sales . Inside and outside , cold calling

### **Account Manager**

Applied Industrial Technologies

May 2017 to June 2019

Worked with current customers to facilitate the supply of parts, and services . CRM Software

- Acquired new business through cold calling, and networking.
- Maintained flow of product to customers through writing quotes, projecting lead times, and creating rapport with both customers, and vendors.
- Constituently set appointments, and hosted lunch and learns in order to introduce new products, and services.

### **Dispatcher**

Coastal Transport

June 2015 to May 2017

Dispatch/manage and oversee fuel disbursement throughout New Mexico, Texas, Arizona,

California, Colorado.

- ❖ Calculate actual gallons and times based on monitoring graphs and poll sites.

- ❖ Worked with brokers to guarantee successful on time logistics.

- ❖ Edit and bill manifests, BOL[BILL OF LADING] driver paperwork to ensure proper cost and

expense

- ❖ Manage and oversee 20 driver workforce scheduling a 6 day work week ensuring equality

throughout. Prioritizing Safety in regularly monitoring logs and VIR [VEHICLE

INSPECTION REPORT] pre and post trip reporting and conferring with the mechanics.

- ❖ Monitoring roads and weather reports to ensure the safety of the drivers as well as meeting our

customers needs in a timely manner. Work directly under the Terminal Manager / Assistant

Terminal Manager. Supervise and manage the terminal solely on the weekends on call 2 weeks per each month.

## **Property Manager**

Jenny Properties

2008 to May 2015

Manage/Dispatch maintenance. Oversees properties, maintain 98% occupancy, collect rent.

- ❖ Correspond with office/ownership on all daily procedures (3 days, evicts, delinquent behavior, warnings) paint, clean carpets, knowledge of electric, plumbing, landscape, turnovers, and certified Crime Free multi-housing

## Education

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### **High school or equivalent**

## Skills

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- Account Management (10+ years)
- Cold Calling (10+ years)
- MS Office (10+ years)
- Data Entry (10+ years)
- Quickbooks (5 years)
- Receptionist (10+ years)
- Sales (10+ years)
- Salesforce (5 years)
- B2B Sales
- Business Development
- Property Management
- CRM Software
- Recruiting
- Recruiting

- Outside Sales
- Property Management
- Negotiation
- Logistics
- CRM Software
- Business Development
- B2B Sales

## Certifications and Licenses

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**driver's license**