

Juan Gallego

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Work Experience

Area Responsible / Furniture and Garden

JYSK - Carlow, County Carlow
August 2022 to Present

- Assist with all store operations and deliver to expectations on all KPIs.
- Set in the stockroom where I process deliveries once a week and check off all products that enter the building and am responsible for the stuff that leaves the building.
- Work with customers on a day-to-day basis with online orders or click and collects. Responsible for contacting customers on whereabouts or update on their order.
- Committed to supporting the store manager to achieve the highest store standards and customer service
- Health & Safety management- ensure compliance with all Health & Safety standards, regulations, and procedures within a heavy-risk applied environment daily.
- The area responsible for all furniture and always making sure that all areas are organized according to planogram.
- Strict Shrinkage and Compliance Measures ensured deliveries were received, put away & recorded as per company monitoring controls.
- Explain prices and promotions to customers always making sure that the customer understands and is happy with the product of their choice.
- Resolve any customer issues in a clear, courteous manner.
- Accept payments, provide receipts upon request, and make sure that all quantities and prices are accurate.

Manager

Stillorgan Chimney Sweep - Dublin, County Dublin
August 2020 to August 2022

- Working with inbound, outbound calls and emails to maximize weekly targets
- Explain prices and promotions to customers always making sure that the customer understand and is happy with the product of their choice.
- Clean chimneys, windows and gutters along with colleagues always making sure that the job is done on the correct manner.
- Realize repairs in stoves, insert stoves, open fires and gas fires.
- Install AB, AD and AR cowl.
- Recommend and assess if the customer needs any further services such as repairs or installations of new appliances.
- Report daily performance to my superiors.
- Resolve any costumer issues in a clear, courteous manner.
- Accept payments, providing receipts upon request, and making sure that all quantities and prices are accurate.

Assistant Manager

Aura Group - Dublin, County Dublin

December 2018 to July 2020

- Make sales and achieve goals along with my colleges at the gym, and respond to any kind of doubts that new customers may have about the the gym and the membership.
- Call hospitals, supermarkets and shops around the area to realize several promotions during the year on those establishments in order to get new members.
- Work along my manager to create new promotions to attract new members.
- Report daily performance to my superiors.
- Accept payments, providing receipts upon request, and making sure that all quantities and prices are accurate.
- Ensure the register is balanced and creating debit and credit card reports.
- Resolve any costumer issues in a clear, courteous manner
- Working with inbound, outbound calls and emails to maximize daily sales targets.
- Clean and organize the gym.
- Make arrears calls.
- Make appointments for new prospects to give a proper introduction of the gym and schedule than with one of the PT's.

Field Sales Representative/ Team Leader

FMI Ltd

January 2018 to December 2018

- Provide adequate training for all Raps on a daily basis on product knowledge, motivation, and how to achieve goals expected on a weekly basis.
- Provide a comfortable and relaxed atmosphere during the daily training hours.
- Attend weekly meetings for organize strategies along with sales manager to achieve goals expected by the chief executives.
- Make sales and achieve goals along with the Raps in the field, and respond to any kind of doubts that any customer may have about the product.
- Report daily performance of the sales team to the chief executive.
- Participation in events such as "National Plowing Championships 2017" for marketing and sales of products.

Line Chef

Wagamama - Dublin, County Dublin

September 2016 to January 2018

Preparation of all food items in a hygienic and timely manner.

Set up the premises according to the restaurant's guidelines.

Clean and maintain the service station.

Help with cleaning, hygiene and kitchen organization, boat in refrigerators and all storage areas.

Following recipes, parts controls and presentation specifications, as established by the restaurant management.

Repositioning all items as needed throughout the shift.

Perform additional duties as requested by Chef, Sous Chef or Kitchen Manager.

Education

Higher diploma in Full Stack Software Developer

Cork Institute of Technology - Dublin, County Dublin

August 2022 to Present

Leaving Certificate

Universo College

June 2012 to July 2017

Skills

- Leadership
- Management
- Time management
- Communication skills
- Supervising experience
- Sales
- Organisational skills
- Microsoft Office Package
- Drive License Category B
- HTML (1 year)
- CSS (1 year)
- JavaScript (1 year)
- Python (1 year)
- BootStrap (1 year)
- Agile (1 year)

Languages

- English - Fluent
- Spanish - Fluent
- Portuguese - Expert

Links

<https://www.linkedin.com/in/juan-gallego-2a819a172>