

Fabien Moreno

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Work Experience

Account Executive

Nov. 2021 – Feb. 2022

Esco Bars, Pflugerville, TX

- Developed and assigned territories for account managers while assisting in closing high priority accounts
- Responsible for negotiating contracts and prices in accordance with sales strategy
- Conducted sales, product knowledge, and role-playing training overseeing a team of 3 account managers
- Managed and reviewed teams daily cold call list to develop and strengthen teams closing

Account Manager

Aug. 2021 – Oct. 2021

Esco Bars, Pflugerville, TX

- Managed and developed over 100 accounts accruing over \$3 million dollars in sales over 6 months
- Developed and improved the process between invoicing and shipping to help reduce shipping cost and estimated delivery, driving a 11% increase in client orders and \$8,000-\$10,000 in savings each month
- Coordinated booth structure for Vegas conventions including Champs and TPE executing sales strategy and accruing over \$20 million dollars in sales as a team

Anti-money Laundering Analyst

Nov. 2020 – Apr. 2021

TaskUS, New Braunfels, TX

- Developed a daily Suspicious Activity Report to help research, write and review customer accounts
- Managed account restrictions and closures based on risk, boosting customer retention and account safety
- Strategized Office of Foreign Assets control hits reducing unnecessary account seizures and investigations

Smart Home Expert, Lead

July 2019 – Nov. 2020

Best Buy, New Braunfels, TX

- Achieved top one percent company performer award for driving over one million dollars in sales – 2019
- Executed top 10% company performer award for accessory attachment – 2020
- Applied customer buying trends, market conditions, and competitor action, exceeding sales goals by 20%

Relevant Course Work

Web Design & Publishing: Designed and launched five fully customized websites with integrated bootstrap frameworks.

Coding & Data Skills: Utilized data for back-end design to produce interactive charts and quizzes. **Advanced**

Social Media Analytics: Manage multiple \$5,000 weekly content creation promotion budgets, analyzed data, metrics, and results driving platform engagement.

Skills and Abilities

Software: Adobe InDesign, Photoshop, Illustrator, Lightroom, After Effects, QuickBooks, Ship Station

Scripting Language: HTML, CSS, JavaScript, React, Angular, Python

Specialized Knowledge: Training and Coaching, Web Design, Coding, Content Development, Social Media Analytics, Project Management, Problem Solving, Negotiation.

Education

Bachelor of Arts in Communications and Digital Media Innovation

Dec. 2021

Minor: Leadership Studies

Texas State University, San Marcos, TX

Dean's List Award

Spring 2021

Texas State University, San Marcos, TX