

# JaTwan Speller (J.T)

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## Objective

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To obtain employment in a field that utilizes communication, public relations and marketing, creativity, web design and social media marketing along with demonstrating valuable team building and strategic skills.

## Professional Experience

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### Sales Specialist, *TruGreen*, Charlotte, NC

March 2019 – Present

- Build value and educate on lawn services.
- Helped train struggling sales associates.
- Constantly made quota and bonus.
- Recruit blood donors via phone calls and emails.
- Helped lead small teams in friendly sales competitions.

### Donor Education Specialist, *Community Blood Center of the Carolinas*, Charlotte, NC

September 2015 – March 2019

- Educate blood donors on blood donation process.
- Developed working relationships with donors and patients.
- Worked on live news interviews.
- Recruit blood donors via phone calls and emails.
- Focused on Building African American donor base.
- Develop marketing strategies to raise donor awareness.
- Host and recruit donors for blood drives.
- Used sales tactics to gain more donations.
- Member of safety committee.

### IT Specialist, *Family Dollar Corporation*, Mathews, NC

June 2013 – August 2015

- Operate and maintain corporate network and critical networks, protecting network assets.
- Establish and maintain external communication with other networks.
- Develop and strengthen working relationships with other IT units, customers and partners.
- Ensure daily activities are aligned with Network operation division priorities and objectives.

### Sales, *Best Buy*, Charlotte, NC

February 2013 – October 2015

- Focused to meet and exceed quarterly sales quotas
- Advised small business clients about the technology solutions offered by company
- Improved to effectively pitch those products as the total technological solution
- Demonstrated effective communication when interacting with customers, co-workers and managers.

### Intern, *Modis IT Staffing Agency*, Charlotte, NC

June 2012 – August 2013

- Database clean up, client contact based by telephone
- Organized clients into active and inactive groups in order to place candidates in jobs
- Checked references and uploaded resumes into system

## EDUCATION

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University of North Carolina at Charlotte

December 2017 Graduated with BA in Sociology

Central Piedmont Community College

May 2014 Graduated with Associate Degree

Phillip. O. Berry Academy of Technology High School

June Graduated 2010

