

# Daniel Diaz



203-231-4007



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Daniel-Diaz-est

## PROFILE

Experienced in sales, customer service, inventory and personnel management. Versatile skill set, capable of building rapport and motivating teams while staying focused on important details to deliver efficiencies and results.

## WORK EXPERIENCE

### **Jami Wholesale LLC - East Granby, CT - Lead Estimator**

**2017 - Present** | *WBE Wholesale Supplier of Residential Fixtures to the Building Trade.*

- Increased avg. annual sales 6-fold over predecessor, a YoY avg. increase of \$509k.
- Instrumental in landing a new key account, adding \$841k in new business over two years.
- Converted bidding process from paper to automated electronic files on shared server.

### **Contractors Home Appliances - East Granby, CT - Inventory Manager**

**2015 - Present** | *Family Owned Independent Appliance Dealer.*

- Created measures to reduce inventory loss affecting average YoY \$11.4k loss to 2.3k gain.
- Administered new policies to increase efficiency, reduced average loading times 20%.
- Managed warehouse move to new facility for 2k+ products (total value of \$678k).

### **Valiant Consulting & Development Group LLC - Meriden, CT - Operations Manager**

**2014 - 2018** | *Physical Security Consulting Firm.*

- Supervised executive protection plan for Grammy-winning client at a local fundraiser.
- Recruited and managed 2 consultants and 5 independent contractors.
- Oversaw creation of 10 training programs, managed scopes and client relations.

## EXPERTISE

Clear & effective communications

Team building & leadership

Responsive customer service

Creative problem-solving

## EDUCATION

### **University of Connecticut**

**School of Social Work**

Master of Social Work (2012)

**4.00 GPA**

### **University of Connecticut**

**Storrs, CT - Political Science**

Bachelor of Arts (2010)