

# Dawood Arsala

Fremont CA 94555 | 510-361-9657 | dawoodarsala@gmail.com

## Objective

I am an aspiring networking professional eager to apply knowledge in the classroom to gain hands on and industry experience to further learning and career growth. I can provide exceptional work ethic, adaptability, and dependability to my future employers

## Skills & Abilities

Time Management, Relationship Building, Analytical Skills, Oral and Written Communication, Collaboration

## Experience

### Sales Consultant – CarMax

July 2021 – Present

- I developed relationships with my clients to better understand their needs and make them tailored recommendations
- I ran finance applications, explained loan processes to clients, and collected proper documents to fund loans
- I utilized Salesforce CRM to manage client engagements for follow ups, setting appointments, and generating leads
- I was awarded title of Presidents Club for highest ranking sales associates in the company
- Mentor who was responsible for onboarding and training new associates

### Sales Associate – Living Spaces Furniture

July 2019 – July 2021

- I executed the Guest Engagement Model and create positive experiences for customers
- I promoted financing and opening new lines of credit
- I provided design recommendations, product knowledge, and product recommendations

## Education

### San Jose State University – Management Information Systems (MIS)

Dec 2024

**Relevant Coursework:** Networking and Data Communications, Network Security, Introduction to Computers and Information Technology, Fundamentals of Finance