

# CHRISTIAN J. AHRENS

## LEAD SALES SPECIALIST

### CONTACT

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Coatesville, PA 19320

### REFERENCES

- Kelly Mclean (MarketSource District Manager)  
Phone #-(610)-306-2352  
Email-kemclean@marketsource.com
- Max Carozza (Target Tech Team Leader)  
Phone #-(484)-844-4845  
Email-max.carozza@target.com
- Mike Wolfe (First Electric Owner)  
Phone #-(610)-296-9104

### EDUCATION

- 2021 - 2023**  
**BRANDYWINE TECHNICAL COLLEGE HIGHSCHOOL**
  - Scored advanced on the written and physical Electrical NOCTI
  - Electrical Certificate and golden tassel
- 2019-2023**  
**HENDERSON HIGHSCHOOL**
  - Highschool Diploma
  - Honors

### STRENGTHS & SKILLS

- 5+ years of experience in field sales & customer service
- Expert in leadership & job training
- Disciplined and work oriented making it a goal to go above and beyond
- Confident communication & public speaking
- Out of the box thinker & problem solver
- Engaging and personable with customers

### HOBBIES

- Affinity for repairing & working on cars
- Building & selling computers
- Volunteering at my Church & SPCA

### WORK EXPERIENCE

**MarketSource** 02/2024 - PRESENT  
Lead Tech & Cellular Sales Specialist

- Consistently going far above sales quotas each month. Brought the store from one of the lowest performing stores in our district to number consistently reaching 1 in sales and performance out of 13 every month. Reached the top 3 for individual sales & performance out of 38 employees in the district every month.
- Went 724.1% over the sales quota in December which is our busiest and most competitive month. This brought the store to number 1 with 452% leading margins over 2nd place. Achieved 17th place for most protection plans sold out of over 1,800 employees company wide on Black Friday out.
- Grew a significant customer base of loyal re-occurring clients that have referred numerous people to me and my team, growing the store even further.
- Coached of my team members not only on the basics but also how to be successful with their own strengths. With consistent mentorship those individuals go over their sales quotas each month.

**First Electric** 07/2023-01/2024  
Electrical Apprentice

- Always early to arrive and working overtime to help meet deadlines on projects.
- Disciplined and focused on the job to get the task done with efficiency and precision.
- Worked on both residential and commercial projects as a team to achieve our goals.

**Target** 08/2020 - 05/2023  
Specialty Sales

- Always a dependable team member, took extra hours anytime there was a chance to.
- Helped in any department that needed it to keep operations running smoothly.
- Made it top priority to deliver amazing customer service, so the customer was provided the best information on a purchase.