

Cristiam Oviedo

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Professional Summary

A dedicated veteran with over 8 years of honorable service, I bring a wealth of experience in logistics management, with a strong emphasis on problem-solving, meticulous attention to detail, and unwavering honesty. As a seasoned logistics manager, I have a proven track record of successfully overseeing \$39 million in government property with no losses, demonstrating exceptional accountability and stewardship. In addition, I have a history of effectively managing sales exceeding \$750,000 and leading teams of more than 20 employees in my role as a business manager. My background in the military has equipped me with valuable skills and a commitment to excellence that I apply to every professional endeavor.

Skills

Strategic Thinking

Analyzing data and trends to make informed decisions and set long-term goals for the organization.

Project Management

The ability to plan, execute, and oversee projects, ensuring they are completed on time and within budget.

Microsoft Teams

Experienced in managing and sharing information via Microsoft Teams and Share drive.

Customer Service

Ensuring high-quality service to clients and customers, which can be critical for maintaining and growing a business.

Quality Control Representative

Conducted monitoring and assessment of production processes to pinpoint areas for enhancement and instituted corrective measures as needed.

Problem-Solving

Identifying issues and developing solutions to address challenges that arise in day-to-day operations.

Organizational Skills

Maintaining order and structure within the workplace, optimizing efficiency and productivity.

Adaptability

The capacity to adjust to changing circumstances, whether it be changes in the market, industry regulations, or internal reorganization.

Microsoft Office

Proficient in utilizing Microsoft Office programs such as Microsoft Word, Microsoft Excel, and Microsoft Outlook.

Native proficiency in Spanish

Enabling effective communication and translation with professional-level speaking, listening, and writing skills.

Professional Experience

Business and Sales manager

10/2018 – present
Fayetteville, NC

Painter1 of Fayetteville

- Identifying and pursuing new business opportunities, clients, and markets to achieve growth and revenue targets.
- Leading and guiding sales teams to meet or exceed sales targets and quotas. Providing coaching, training, and motivation to enhance their performance.
- Maintained clear communication channels including email, fax, phone, and chat to facilitate interactions with clients and contractors, sometimes translating between English and Spanish.
- Conducted employee orientation and training sessions to foster understanding of company policies and procedures.
- Coordinated and executed recruitment processes, including job postings, resume screening, interviews, and onboarding.
- Managed employee records and maintained the databases to ensure compliance with legal and organizational standards.
- Maintained and furnish crucial data for assessing contract adjustments based on company regulated specifications.
- Enforced strict compliance with safety protocols and OSHA regulations among all personnel.
- Assisted in the development and execution of employee engagement initiatives to enhance workplace satisfaction and productivity.
- Building and maintaining strong, long-term relationships with key clients and stakeholders, ensuring their needs are met and issues resolved promptly.
- Conducting market research and analysis to identify trends, competitive threats, and opportunities for expansion.
- Monitored and ensured compliance with labor laws and regulations, and updated practices accordingly.
- Creating and managing budgets, forecasts, and financial plans. Monitoring expenses and revenue to ensure financial objectives are met.
- Overseeing and motivating sales and business development teams. Setting performance targets and conducting performance evaluations.
- Negotiating terms, conditions, and pricing in contracts with clients and vendors.
- Preparing and delivering persuasive sales presentations to potential clients, showcasing product or service features and benefits.
- Monitoring and analyzing sales performance through sales reports and dashboards. Making data-driven decisions and adjustments as needed.
- Orchestrated coordinated schedules for painting, cleaning, flooring and carpet cleaning personnel to avoid any overlap in tasks.
- Ensuring high levels of customer satisfaction and addressing customer concerns or complaints promptly.
- Building and maintaining a professional network and engaging in industry events to develop new business relationships.
- Offered technical and analytical support to customers and contractors on contract regulations, policies, and procedures.
- Collaborating with the marketing team to align sales efforts with marketing campaigns and initiatives.

- Utilizing Customer Relationship Management (CRM) software to track and manage customer interactions, sales leads, and to Analyzed payment histories, payment applications, and delinquency agreements.
- Identifying and resolving challenges and obstacles in the sales process to maintain a smooth and efficient operation.

Security Guard

Womack Army Medical Center

09/2017 – 10/2018
Fort Liberty, NC

- Maintaining a secure and safe environment for patients, visitors, and staff.
- Monitoring and controlling access to hospital premises.
- Conducting regular patrols to ensure the security of hospital facilities.
- Responding promptly to security incidents, such as disturbances, medical emergencies, or fire alarms.
- Notifying appropriate personnel or authorities in case of emergencies, accidents, or security breaches.
- Enforcing hospital policies and procedures to maintain order and safety.
- Assisting with crowd control during high-traffic events or emergencies.
- Collaborating with law enforcement agencies, if necessary, to address security concerns.
- Providing support during visitor check-in and assisting with visitor inquiries.
- Monitoring surveillance cameras and alarm systems.
- Documenting and maintaining detailed incident reports.
- Assisting in the identification and apprehension of individuals involved in criminal activities within the hospital premises.
- Offering assistance and support to patients, visitors, or staff in distress.
- Served as an English-Spanish translator to facilitate effective communication between patients, visitors, and staff.
- Ensuring compliance with health and safety regulations.
- Participating in security training and drills.
- Safeguarding sensitive or valuable hospital assets, equipment, and pharmaceuticals.
- Conducting regular safety and security checks throughout the hospital.
- Maintaining a professional and courteous demeanor when interacting with hospital stakeholders.

Supply Sergeant

United States Army

11/2015 – 02/2017
Fort Riley, KS

- Effectively managed organizational and installation property valued at over \$39 million.
- Collected data, conducted data analysis, and formulated recommendations for the Commanding Officer, and senior staff.
- Maintained detailed records and supervised supply transactions and requests, utilizing hand receipts, equipment records, and organizational clothing records.
- Conducted regular checks to verify the correct utilization of antimicrobial agents and Chemical products referencing safety data sheets to prevent mishandling and improper mixing of chemical products.

- Oversaw the proper storage and disposal procedures for hazardous waste, meticulously following waste management protocols.
- Handled inventory management, shipping, receiving, warehousing, as well as procurement and requisition management functions.
- Orchestrated supply activities reviewed and documented changes to the unit material conditions status report, and conducted routine checks on parcels, packages, containers, and equipment, ensuring only authorized property entered or exited the Supply room.
- Disposed of \$1 million worth of outdated, defective, or excess equipment and supplies in a 3-month time frame.
- Accounted and cataloged over \$15 million in unit equipment to ensure readiness for swift deployment and redeployment to the Middle East.

Supply Clerk

United States Army

08/2013 – 11/2015

Fort Riley, KS/Fort

Cavazos TX

- Received, inspected, and conducted inventory checks for organizational and installation supplies.
- Ensured strict adherence to serviceability standards, as well as reclamation, salvage, and disposal protocols.
- Managed an automated supply system for accurate accounting of organizational and installation supplies and equipment, promptly reporting any discrepancies to the first-line supervisor.
- Generated all necessary unit/organizational supply documents and maintained a well-organized supply system for easy access and accountability.
- Played a vital role in the event of a mass casualty situation by providing initial treatment, security, and transportation for casualties to a designated location.
- Maintained accurate documentation and records related to deployment preparations and activities in support of NATO in 2008.
- Conducted thorough inspections and quality checks to guarantee the functionality and compliance of equipment for rapid deployment in support of Operation Enduring Freedom in 2013.

Education

B.S Business Administration with a concentration in Public Administration

Southern New Hampshire University

present
Hooksett, NH

OSHA 30

Safety and Health Hazards

2023
Miami

Unit supply specialist

Army Logistics

2014
Fort Lee, VA

Basic leader course

Management and leadership course (Army)

2014
Ashland, NE

Unit armorer course

Physical security

2010
Fort Cavazos, TX

Basic Training

United States Army

2008
Fort Sill, Ok