

Danny Collins

Objective With over 25 years of solid work experience, a bachelor's degree, and strong work ethic; I am looking for an exciting new challenge that will give me personal growth, financial stability, family benefits and advancement possibilities.

Experience

January 2005 – November 2010
Wireless Works, LLC – San Antonio, TX

Wireless Store Manager

- Responsible for daily bank deposits.
- Responsible for hiring and training of new employees.
- Took care of inventory needs for the store.
- Handled direct marketing for the business.
- Retail Sales and servicing Sprint/Nextel handsets.

March 2004 – December 2005
Self-Employed – San Antonio, TX

Independent IT Consultant

- Designing and implementation of future-proof home and small business networks.
- Repairing PC hardware and software problems. Including but not limited to, hardware diagnostic to isolate point of failure, software (re)installation, and virus removal.

June 2003 – March 2004
Time Warner Cable – San Antonio, TX

Account Executive

- Maintained new and existing client portfolios of commercial cable broadband clientele.
- Telephone, cold calling: commercial business sites in San Antonio and surrounding areas.
- Accounts: Business Class Access, Business Class Managed Security, Business Class Web Hosting.

January 2000 – April 2002
Southwestern Bell Telephone – San Antonio, TX

Account Executive

- Routinely exceeded monthly sales quota of 1500.
- Telephone, cold calling: commercial businesses over an established territory of East San Antonio, New Braunfels, and Seguin, TX.
- Maintained new and existing client portfolios.
- Territory of east San Antonio, New Braunfels and Seguin, TX.

September 1983 – January 2000
American Telephone & Telegraph – San Antonio, TX

Account Team Leader

- Held several positions for AT&T the last one being account team leader in the business office. Previous department positions: Network Services, Operations Group, ATT Communications, ATT Information Systems.
- Maintained a small data center for department.
- On-site training for new employees.

August 1980 – September 1983
Southwestern Bell Telephone – Little Rock, AR

Repair Clerk

- Telephone Repair Service Dept.: Received calls from both business and residential customers with repair issues.
- Editor for the departmental newsletter, and elected as union steward for work group of 35 people.
- Divestiture of Southwestern Bell & ATT in 1983 resulted in transfer to ATT with service, Dallas, TX.

Education

1975 – 1979
Southern Arkansas University – Magnolia, AR

B.S., Psychology with a Minor in Sociology

- A+ Certification.
- Proficient with Unix, Linux, and Microsoft Windows platforms.
- Proficient with all Microsoft Office applications.
- Member of Track Team that won conference title in 1978.

References available upon request.