

# Luis Gustavo Almonte

Professional Athlete, Sales Specialist, Certified Bartender

## PROFILE

Luis Gustavo Almonte, a Bi-lingual athlete turned sales executive hailing from Santo Domingo. Throughout my career I've developed the skills needed to be a team player, adaptable and personable. I understand the importance of presentation, professionalism being a team player and providing the utmost hospitality experience.

## EXPERIENCE

### **LA Pitching - August 2020-present**

*Founder and Coach-* Luis is responsible for management of data, sessions and scheduling. Direct experience coaching baseball players of varied abilities. Provided guaranteed improvement in player performance through instruction of pitching mechanics and conditioning.

### **Dirty Laundry Cocktail Bar- June 2022-September 2022**

*Bar back/Server-* Learned the preparation and skillset needed to maintain a professional bar environment. Provided guests with an enjoyable experience and increased sales by upselling satisfied customers regularly.

### **Bravo CDJR- November 2019- January 2021**

*Executive of Sales-* Manager of car sales directly to clients and through employees. Developed a prestigious client list and networked via calls, emails and in-person to continue growth and sales opportunities.

### **DAG Tech- March 2018- August 2019**

*Executive Sales Manager-* Managed all inbound leads for a developing tech company and was instrumental in the growth of the company through networking, business strategy and training.

### **Banco de Reservas- July 2016- August 2018**

*Manager of Data Quality-* Directly responsible for accounting and review of client accounts. Supervised department employees performance and responsible for their training and development. Communicated with current and networked with future clients primarily for loan approvals on homes, business and cars.

### **The Collection Cars September 2014- March 2017**

*Executive of Sales-* Managed and oversaw the sales of exotic cars directly and through employees. Followed up with potential clients and maintained strong data to organize growth and development of further sales.

## EDUCATION

Pennsylvania State University, BBA- August 2015-May 2017

Unphu Universidad Nacional Pedro Henriquez Urena- Santo Domingo, Dominican Republic, BBA  
September 2014-May 2015

**SKILLS**

Bartending Certification, TIPS, POS knowledge

Professional Baseball Player, team oriented, organized with exceptional people skills and capable under pressure.