

Lidio Edward Cardoso

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Professional Profile

Qualities

- Innovative
- Organized
- Results-driven
- Detail-oriented
- Diligent

Proven Skills

- Contract negotiation
- Conflict resolution
- B2B, B2C, B2G Sales
- Efficiency and quality auditing
- Training and development

- Simultaneously develops and manages multiple projects in procurement, sales, and marketing departments aim to increase revenue and expand markets
- Develops, analyzes, and refines training and operational procedures to ensure optimum efficiency and accuracy
- Utilizes excellent written and verbal communication to build key relationships with personnel, clientele, and partner vendors
- Demonstrates excellent comprehension and retention abilities when learning new procedural and data management systems

Professional Experience

McLoughlin & Eardley Group, Inc., Tigard, OR

2012 – Present

Global Leader in Emergency Vehicle Equipment Supplying

Sales Operations Manager - 2015 - Present

Achievements:

- ✓ Generated a 17% increase in national and international sales during my first full year managing these sales teams
- ✓ Identified international vendor to supply popular product, saving 35% per unit
- ✓ Negotiated better discounts with multiple vendors resulting in an overall 2.3% increase in profit margin
- ✓ Initiated the liquidation of old spare parts which generated thousands of dollars in revenue

- Hire, train, manage, and develop purchasing and inside sales team
- Review and negotiate vendor and key client account terms and contracts
- Coordinate marketing campaigns and product launches
- Set, communicate, and oversee goals and deadlines across multiple departments
- Manage key domestic and international customer accounts
- Continually develop, implement and analyze procedures in effort to improve operational efficiency

Senior Purchaser - 2014 – 2015

- Oversee purchasing department operations while managing and monitoring inventory levels
- Oversee returns and warranty department
- Ensure accuracy of all data entered into inventory and accounting system

- Identify, research, and evaluate financial justification of new product opportunities
- Swiftly resolve any issues involving vendors, shipping/receiving, returns/warranty, and customer service

Account Manager/Amazon & eBay Specialist/Social Media Manager - 2012 – 2014

- Provide exceptional customer service via e-mail, telephone, in person, and Facebook/Twitter
- Manage Amazon and eBay stores
- Provide public and private sector clients with application and budget specific solutions
- Manage multiple large private and public sector customer accounts with yearly sales projections ranging from \$100,000 to over \$500,000

Vesta Corporation, Tigard, OR

2011-2012

Innovative Supplier of CNP Payments

Revenue Assurance Specialist

- Identified and stopped fraudulent online/telephone credit card, debit card and electronic check payments
- Verified cardholder identity by utilizing public records and proprietary specialized software
- Acted as mentor and learning coach to new hires

Andy's Auto Sport, Morgan Hill, CA

2011

Aftermarket Car Parts Dealer

Sales Representative

- Consistently surpassed sales goals by a large margin
- Demonstrated successful consultative sales techniques

Noah's Bagels, Milpitas, CA

2007-2011

Casual Dining Restaurant

Shift Manager

- Reduced loss from waste by implementing new portioning strategies
- Audited and monitored food safety, facility sanitization, and inventory

Starbucks Coffee Milpitas, CA

2006-2010

World Famous Coffee Brand

Shift Supervisor

- Increased store satisfaction rating from 56% to 93%
- Led team to attain corporate recognition for excellent promotional sales

Education

Evergreen Valley College, San Jose, CA

2010-2011

Focus on History and Performing Arts

- 4.0 GPA – Dean's List

Portland Community College, Portland, OR

2016-Present

Business Administration: Marketing

- 4.0 GPA