**Joshua Curry**

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**EXECUTIVE SUMMARY**

Ambitious marketing major with a minor in professional selling at the University of Central Florida, offering 6+ years of customer service experience and a passion for building client relationships. Skilled in leveraging advanced sales techniques, including SPIN Selling and Salesforce CRM, to achieve measurable results. Proven ability to lead, communicate effectively, and exceed performance goals in fast-paced environments.

**EDUCATION**

**University of Central Florida**, Orlando, FL **May 2025**

Bachelor of Science in Business Administration, Marketing

Official Member of the UCF Professional Selling Program

Dean’s List (2023)

**RELEVANT COURSEWORK**

* Business Finance
* Advanced Professional Selling
* Consumer Behavior
* Marketing
* Professional Selling
* Marketing Analysis

**PROFESSIONAL EXPERIENCE**

**Universal Orlando**– Orlando, FL **July 2021-Present**

Valet Attendant

• Built strong rapport with guests to enhance customer satisfaction and encourage repeat business.

• Improved operational efficiency by directing team members to correct locations effectively.

• Provided personalized recommendations to boost park and dining experiences, contributing to customer

retention.

• Delivered vehicles swiftly and safely, maintaining a 99% satisfaction score from guest surveys.

**Dick’s Sporting Goods**– Orlando, FL **June 2020-July 2021**

Versatile Teammate

• Increased store membership applications by 10%, earning Team Member of the Month.

• Assisted customers across various sports departments, demonstrating product expertise.

• Demonstrated leadership by helping new team members increase product knowledge to boost store sales.

• A Major part of the store’s order packing and shipping processes.

**Walt Disney World Dolphin Resort**– Orlando, FL **December 2018 – March 2020** Valet Attendant

• Delivered exceptional customer service, ensuring guest satisfaction and repeat visits.

• Maintained clear communication with team members to optimize valet operations.

• Suggested tailored vacation enhancements to guests, improving overall experience ratings.

**SKILLS**

* Sales Roleplays, Cold Calling Techniques, Lead Generation Strategies, SPIN Selling, CRM Software (Salesforce), Microsoft Office Suite (Word, Excel, PowerPoint), Adobe Premiere Pro, Adobe Photoshop, Advanced Communication, Negotiation, and Customer Relationship Management.