

Cruz Zangrilli

Auction Specialist

✉ cruz.zangrilli@gmail.com

☎ (915) 795-2189

📍 Ridgeview Road, Sioux Falls,
SD 57106

Education

Bachelor of Science in Business Administration at University of South Dakota

Aug 2012 - May 2017

The coursework I've learned in Bachelor of Science in Business Administration has taught me the ins and outs of running a business, from accounting and finance to marketing and management.

Links

[linkedin.com/in/cruzzangrilli](https://www.linkedin.com/in/cruzzangrilli)

Skills

Bidding

Negotiation

Sales skills

Customer service

Communication

Organization

Time management

Languages

English

Mandarin

Profile

I have over 5 years of experience as an auction specialist. I am knowledgeable in a variety of auction techniques and strategies, and I have a proven track record of success in achieving optimal results for my clients. I am passionate about the auction process and strive to provide my clients with the best possible experience. I am dedicated to providing excellent customer service and ensuring that all client needs are met in a timely manner.

Employment History

Auction Specialist II at AAA Auctioneers, SD

Jun 2022 - Present

- Successfully managed and conducted over 100 auctions, including live, online, and sealed bid auctions.
- Maximized returns for clients by expertly marketing and negotiating sale terms.
- Increased auction revenues by 20% through effective management of costs and resources.
- Streamlined auction operations and procedures, resulting in a more efficient process.
- Established positive relationships with key stakeholders, leading to repeat business.

Auction Specialist I at Hills Auction Service, SD

Aug 2017 - May 2022

- Led the development and implementation of a new auction process that resulted in a 20% increase in auction revenues.
- Negotiated and secured contracts with 5 new auction houses, resulting in increased exposure for company auctions.
- Developed and implemented a marketing plan that increased attendance at company auctions by 15%.
- Increased online bidding participation by 25% through effective use of social media marketing tools.
- Secured media coverage from 3 local news outlets for company auctions, resulting in increased awareness and attendance.

Certificates

Certified Auction Specialist (CAS)

Dec 2020

National Auctioneers Association Certified Estate Specialist (NAACES)

Apr 2019

Memberships

National Auctioneers Association

National Association of Realtors