

Zachary Quartararo

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Education

Bachelor of Science in Business Administration - Accounting Expected Grad. June 2029 University of Nevada, Reno - Reno, NV.

General Education Degree - California High School - San Ramon, CA
High School Diploma June 2025

Experience

AT&T – Sales Team Lead

Pleasanton, CA

June 2024 – April 2025

- Led daily sales operations, consistently exceeding monthly sales targets by 15–20%.
- Mentored and onboarded 5+ new hires, improving overall team performance and retention rates.
- Delivered product presentations and customer-focused solutions that increased engagement and service satisfaction by 25%.
- Served as a communication link between AT&T leadership, Costco channel partners, and frontline staff.

Blackhawk Country Club – Golf Cart Attendant

Danville, CA

August 2023 – June 2024

- Serviced carts and golf bags for 100+ members daily, ensuring timely and professional service.
- Maintained tee box and cart barn organization, reducing turnaround time by 30%.
- Built rapport with members through personalized service, enhancing overall club satisfaction.

Kentucky Fried Chicken – Team Member

San Ramon, CA

December 2022 – August 2023

- Delivered fast and accurate service during peak periods, contributing to strong shift performance.
 - Maintained positive customer interactions while supporting overall team workflow and service speed.
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Skills & Certifications

- Sales Strategy & Goal Achievement

- Customer Relationship Management
- Team Leadership & Training
- Communication & Upselling
- Workflow Optimization
- High-Volume Operations