

# Marshall Marovich

Naperville, IL 60540

[marovichmarshall@gmail.com](mailto:marovichmarshall@gmail.com)

6302914623

## Work Experience

---

### **Account Manager/Sales Representative**

Rightway Window's and siding Inc.

September 2018 to Present

### **Damage specialist**

American Dream Home Improvement, Inc. - Naperville, IL

April 2018 to September 2018

To generate leads, inspect homes for damage and have owners file claim with insurance company to eventually have insurance company foot the bill. Help pick colors, pick up payments, and maintain overall altruistic cordial experience for homeowner.

Bonos' Pub and Beef

August 2016 to August 2017

I was the shift manager and bartender. I help out where needed on top of inventory, registers and doing money drops. When bartending I provide great service with speedy drinks made with proper techniques while verbally presenting the menu and having quality conversations that added to the value of the overall experience of the patron.

### **Site manager/Bartender**

Classic Cuisine Catering - Lisle, IL

August 2016 to August 2017

08/2016 to 08/2017

I prep Food for anyone between 50 to 400 people. Run and supervise event. As well, bartend many functions located in private residences to large events, such as equestrian parks and event halls.

### **Marketing Director**

Elite Remodeling Group

February 2016 to July 2016

I would Recruit, hire, train and develop my staff. We focused on inductive logic compelling the homeowner to relate issues (need) corroborating urgency. After they agreed to the visit we would insert statements that got them actively thinking about how they would want their home to look. The homeowners would act like the estimate was their idea minimalizing any resistance while the rep was in there house resulting in high success rate.

### **Marketing Manager**

Power Home Remodeling Group - Rosemont, IL

March 2014 to September 2015

Direct marketing with the goal of generating appointments for free estimates on external home remodeling (NO INSURANCE FUNDED WORK). March 2015 I became a manager and my responsibilities transitioned into the growth and development of the guys I was managing. The day to day responsibilities researching territories, keeping my guys motivated, and providing different sales tools depending upon the demographic variables of the neighborhood as well as the physical characteristics of the homes. I would train my guys once a week in small groups on the sales process from intro to closing, specifying different aspects from lowering resistance, making a friend, to invoking need causing urgency, etc. My training created much success for many people under me, as well, three of the guys I had trained since January have not only become the top ten best marketers in the office but also managers. Most of the selling was door to door (the rest at events), but it wasn't an easy process by any means, as well the company had the most stringent screening processes of any who has this business model. I will elaborate more about the whole process when speaking personally, but from January 2015 to the end of June 2015 was a part of a management team that generated 20 million in good business. With great rewards did come great sacrifice which was working 50-60hrs a week, cold, snow, heat, or shine.

### **Driver**

J and K - Glen Ellyn, IL  
August 2013 to December 2013

I started at 4 am and would pick up restaurant supplies and drop them off to business owner. I'd start with the produce suppliers in Chicago and then move to the meat district. I would supply 8 to 11 restaurants a week. I drove, did purchasing, inventory and took orders. I worked 40hrs a week

### **Manager**

Bonos' Pub and Beef  
April 2013 to August 2013

-Lisle, il (owned by one of the owners of Bono's)  
I would prep, organize, set up and run 3 or 4 day long catering events that usually occurred at Equestrian parks. We would do breakfast, lunch and dinner for anywhere of 50 to 400 people. It was a great experience.

### **Shipping and Receiving**

Tamraz's Discount Auto Parts Warehouse - Plainfield, IL  
September 2010 to July 2011

I would package midsize muscle car parts to fill orders. I had a quota I finished everyday while I improved the order to damage rate to a dismal number and improved the error rate per order in my division. Beside my main task I also was involved in receiving all the orders and responsible for picking up and inventorying 20 to 50 fiberglass hood a week as well as Camaro parts. I worked 40 hrs a week.

### **Doorman**

THE LODGE - Lisle, IL  
September 2010 to January 2011

I would check ID's, gather cover charges for bands and Dj's. I had a great connection with the regulars and the once a weekers, who knew me by name and me by theirs. Due to my conversational personality there were minimal events where we actually had to physically bounce. I would bar back and occasionally I would serve on Sundays if we were really busy. I worked there from Thursday to Sunday, 7 to 2am.

**Bouncer**

Potter Place

May 2010 to September 2010

two-nine club

I would work the front door checking ID's and roam the club to ensure a safe fun environment. Worked Thursday thru Sunday.

**Education**

---

Southern Illinois University of Carbondale

August 2010 to January 2012

**education**

College of DuPage

January 2008 to July 2010

Naperville Central High School

2007