

Bryan de Los Santos  
Hazleton, Pennsylvania

#### Objective

Motivated second-year Temple University student with strong interpersonal and bilingual communication skills (English & Spanish). Seeking opportunities to apply reliability, teamwork, and a strong work ethic in a professional setting while contributing to organizational success.

#### Education

Temple University – Philadelphia, PA  
Bachelor's Degree in Progress | Expected Graduation: 2027

Hazleton Area High School – Hazleton, PA  
High School Diploma | June 2024

#### Experience

##### Sales Associate – Foot Locker

Hazleton, PA • May 2021 – July 2022

- Greeted and assisted customers in finding products and sizes to meet their needs.
- Maintained organized merchandise displays and ensured a clean, appealing store environment.
- Processed sales transactions accurately and efficiently.
- Collaborated with team members to meet store goals and enhance the customer experience.

##### Food Runner – Buffalo Wild Wings

Hazleton, PA • June 2022 – June 2023

- Delivered food and beverages promptly and accurately to guests.
- Assisted servers in ensuring smooth table service and customer satisfaction.
- Maintained cleanliness in the dining and service areas.
- Gained hands-on experience in teamwork and time management in a fast-paced environment.

##### Host – Applebee's

Hazleton, PA • June 2023 – June 2024

- Greeted and seated guests, maintaining a friendly and welcoming atmosphere.
- Managed reservations and waitlists efficiently during high-traffic hours.
- Collaborated with servers and kitchen staff to ensure timely service and customer satisfaction.
- Maintained cleanliness and organization of the host area and dining room.
- Strengthened communication and multitasking skills in a fast-paced environment.

##### Sales Associate – Walmart

Hazleton, PA • June 2024 – August 2024

- Assisted customers with purchases, questions, and concerns, ensuring a positive shopping experience.
- Maintained store organization, restocked merchandise, and handled transactions accurately.
- Demonstrated reliability and flexibility by taking on additional shifts during peak business hours.
- Collaborated effectively with team members to meet daily sales and service goals.

##### Co-Owner – Hunnas

Hazleton, PA • January 2022 – Present

- Co-own and operate Hunnas, a streetwear brand, in partnership with a teammate.
- Provide customer support through Instagram and Shopify, handling questions, orders, and returns.
- Built a loyal base of 450+ Instagram followers by engaging daily with customers.
- Work collaboratively on marketing, branding, and sales strategies.
- Apply teamwork, problem-solving, and communication skills to manage day-to-day operations.

#### Skills

- E-commerce Management: Shopify store setup, product listings, order fulfillment
- Social Media Marketing: Instagram growth and engagement (@Hunnas4I)
- Customer Service: Responding to inquiries, resolving issues, creating positive experiences
- Team Collaboration: Working closely with a business partner to manage operations

- Brand Development: Design, marketing, and building a consistent brand identity
- Sales & Marketing Strategies: Promoting products, driving engagement, increasing revenue
- Bilingual: Fluent in English and Spanish
- Strong verbal and written communication
- Reliability & punctuality
- Hardworking and resilient
- Flexible and adaptable to new responsibilities
- Strong work ethic with a commitment to excellence

Languages

- English (Fluent)
- Spanish (Fluent)