



SCOTT PATRIQUIN

SALES REPRESENTATIVE

CONTACT

 4392 Bennett Road, Burlington, Ontario

 289-776-8918

 scott.patriquin@hotmail.com

SKILLS

- Team Leadership
- Staff Training
- Sales Growth
- Visual Merchandising
- Customer Engagement
- Upselling & Closing
- Cost Control
- KPI Analysis
- Loss Prevention
- Scheduling
- Stock Management
- Performance Coaching

EDUCATION

O.S.S.G.D 2010-2014

Westdale Secondary School

French Immersion Academic Diploma

References available upon request

PROFILE

Energetic customer-focused professional with leadership experience in retail and hospitality environments. Known for building strong relationships, identifying customer needs and recommending solutions that create great experiences and drive sales. Thrives in fast-paced environments and enjoys connecting with people to help them find the right product. Motivated team player with a strong work ethic and a passion for delivering exceptional service.

WORK EXPERIENCE

Bar Manager

Pasqualino, Milton Ontario

November 2025 - Current

- Delivered exceptional customer experiences in a fast-paced, high-volume hospitality environment.
- Built strong relationships with guests, creating repeat customers through personalized service.
- Recommended food and beverage pairings and premium products to increase average transaction value.
- Trained staff on customer engagement, upselling techniques, and service standards.

Sales Representative (Contract)

Film Bros, Mississauga Ontario

May 2025 - November 2025

- Prospected new commercial clients through cold calling, in-person outreach, and networking with local businesses.
- Conducted on-site consultations to assess building needs and recommended appropriate XPEL window film solutions.
- Educated business owners on energy efficiency benefits, UV protection, and cost savings to support informed purchasing decisions.
- Prepared quotes and coordinated installation schedules with project teams.
- Built strong relationships with property managers and business owners, generating repeat business and referrals.

Head Bartender / Bar Manager

Ciao Bella, Hamilton Ontario

October 2024 - May 2025

- Led daily operations in a fast-paced, high-volume environment, ensuring seamless teamwork and exceptional customer experiences.
- Built strong guest relationships that drove repeat business and boosted sales.
- Maintained visual presentation standards to elevate the guest experience.
- Trained staff on engagement and upselling, increasing average transaction value and team confidence

Store Manager

Green Cross, Hagersville Ontario

June 2023 - September 2024

- Managed all aspects of store operations, including hiring, training, inventory, scheduling, and payroll, ensuring efficiency and cost control.
- Drove sales growth by implementing upselling strategies, maintaining high visual standards, and cultivating a customer-focused environment that strengthened loyalty and revenue.
- Trained and developed staff into leadership roles, building a high-performance team and fostering a culture of accountability.
- Coached the team to deliver exceptional service and exceed sales quotas, consistently surpassing targets and enhancing the overall customer experience.