**FABIAN GONZALEZ**

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 **PASSIONATE – EXPERIENCED – ENCOURAGER – FOCUSED**

I am self-motivated, I like to encourage people to do their best and stretch beyond what they think their constraints are, I have spent a big part of my working life in sales but have found my passion working in Community/Disability Support, where I can work alongside people to help them achieve their goals.

**AREAS OF EXPERTISE**

**Working SIL environment Working with clients in wheelchairs.**

**Problem Solving Working with non-verbal clients.**

**Working one on one Communication.**

**Providing Medication Transporting clients.**

**Active & Non-Active Sleepovers Day programs**

**PROFESSIONAL PROFILE**

* I have Senior-level management experience, with 14 years of running my own business and acquiring the necessary expertise in business development, HR, Marketing, Sales, and Operations.
* Motivated high achiever with a proven track record in building a successful business.
* Skilled team leader, who has recruited and trained, successful salespeople with and without experience.
* Acquired skills in developing, implementing, and improving on systems and processes, to support continued growth.
* Community Support worker for over 3 years, providing all levels of support.

**PROFESSIONAL EXPERIENCE**

**Community Support Worker – Centacare (Moreton Bay), Sep 2021 – current**

* One on One community support
* Group Day programs
* S.I.L environments, both day and sleepover shifts
* Overnight/ Weekend/Holiday respite
* Client Transport

**Telephone Sales – Superior Lifestyle, Feb 2021 – May 2021**

* B2C sales of adjustable beds and Lift Up Recliner Chairs
* Calling off, generated leads through online marketing
* Follow up customer care calls

**Sponsorships Account Manager – 96five Family Radio, March 2018 – April 2020**

* B2B sales of on-air time
* Cold Calling and networking to generate leads
* Account management
* Campaign creation and establishing the creative requirement for on-air message
* Client retention

**Managing Partner - Mango Customer Communications (previously FP Mailing Solutions Pty Ltd) December 2000 – November 2015**

* Started business in Dec 2000, after being offered the franchise from the importer.
* Developed and implemented a sales, installation and service process
* Established a workable sales territory for initial start up
* Recruited, trained and supported a sales team during growth period
* Established all administration process, and improved on these as business grew

**Business Development Manager – GBD Industries May 2016 – November 2017**

**EDUCATION**

* Advanced Diploma of Business (Evocca College)
* Cert III – Individual Support Disability and Ageing

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**Volunteer Experience**

* Club Secretary – Redcliffe Triathlon Club, 2008 till 2012
* Humanitarian aid trips to Moldova, 2001, 2002, 2003 x 2 – work mostly in schools, teaching English.
* Football Chair – Pine Hills Football Club - 2016

**Personal Achievements**

* Smiling for Smiddy – Middy Smiddy, 560klm ride over 3 days – May 2013
* Ironman Triathlon - Port Macquarie 2012 and 2014 – 3.8km Swim, 180km cycle, and 42.2km Run

**References**

Available on request