

# Kevin-Ray Charlot

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## PROFILE

I recently completed the Biotech Career Foundations Certificate Program, designed and taught by the Massachusetts College of Pharmacy and Health Sciences. After 3 years of professional experience in the automotive industry, I am eager to apply my professional skills and newly acquired technical skills to the life sciences sector.

## Relevant Technical Training

- Familiarity with Volume Conversion and precision liquid measurements
- Hands on training with pipettes, beakers, graduated cylinders, volumetric flasks
- Understanding Biomanufacturing Process Flow
- Received Basic Lab Safety and Regulations Training

## Professional and Transferable Skills

- Attention to detail – Trusted to own review of legal documents and contracts on a consistent basis.
- Data analysis- Analyzed store and competitor performance data to identify trends and opportunities, informing strategies to improve future sales outcomes.
- Communication- Collaborated with clients to negotiate and reach mutually beneficial agreements, using strong interpersonal and communication skills to understand needs and build lasting relationships.

## EDUCATION

### Bioversity – Biotech Career Foundations

May 2025

Certificate of Completion

### University of Massachusetts Boston

June 2024

Bachelor of Arts in Communication

Key Coursework: New Media Society, Intro to Strategic Communication

## EXPERIENCE

### Sales and Leasing Consultant

Copeland Chevrolet, Brockton, MA

August 2024- April 2025

- Leveraged CRM software to record customer interactions and track general sales activities for review and follow-up which contributed to 1 or 2 additional sales per month.
- Collaborated with colleagues to share insights and strategies for improving overall team performance.

### Sales and Leasing Consultant

Dartmouth Nissan, Dartmouth, MA

June 2023- July 2024

- Developed deep product knowledge and stayed current on industry trends to provide informed recommendations and build trust with customers.
- Resolved customer concerns and objections effectively, demonstrating empathy and problem-solving to retain business and build loyalty.

### Express Maintenance Technician

Toyota of Watertown, Watertown, MA

August 2022- April 2024

- Performed routine maintenance services including oil changes, tire rotations, fluid checks, and brake inspections efficiently and accurately under manufacturer guidelines.
- Demonstrated strong attention to detail in performing quality control checks to ensure all maintenance tasks met company's high standards.
- Utilized diagnostic tools and software to assess vehicle systems and support accurate service recommendations.

**Language Skills:** Fluent in Haitian Creole, Intermediate in Spanish