

ALAN IAN PROBST

Dear President/Hiring Manager:

I had worked in the Moving Industry for over 15 years. I have since segued into the Technology industry with a focus on Web development, Search Engine Marketing, EaaS, (Everything as a Service) Cybersecurity (*Learning*) and other technology platforms.

My past expertise includes all aspects of the Moving and Storage Industry with beginnings as a mover/CDL driver/packer/foreman to principal estimator for household, commercial and long distance moving jobs. I can estimate by the hour, weight and distance, commercial tally loads, ceiling price caps and flat rates with proven accuracy, proven in the face of New York City's strict requirements and well-known pressures.

- As Moving company estimator, I increased sales by 50% during industry deregulation and increased competition
- I Maintained a 75% closing ratio during my 6 year tenure as lead estimator and elite CMC (Certified Moving Consultant) in the highly competitive NYC moving industry, even when positioned as the highest bidder (<http://redartichoke.com/move/cmc.png>)
- I developed a system of estimating that earned a reputation for accuracy within 10% of the actual cost of service.

I believe I can save your company money and add to your bottom line as a precision estimator and online "promoter". I can work directly from my laptop via email or fax getting you the results of an estimate within a few hours of an appointment. My Web Development skills can help your presence on the Web and hopefully increase your market share throughout the Internet.

I have a strong determination to create an all win environment for customer, moving company and movers. I have an extensive reference and referral list that can support my years of experience in both of these platforms: Moving and Technology.

If my skills and experience respond to a need within your operation please contact me via the information listed above or below.

Sincerely,

Alan Probst
914-552-2643