

# BARRY WATSON

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## Professional Summary

Versed in warehouse operations and logistics. Possesses exceptional organizational skills and attention to detail. Willing to go the extra mile to meet tight deadlines and reach company goals. Dedicated to enhancing underwriting department operations with an analytical and disciplined approach. Able to work with minimal direction to solve problems, resolve conflicts and respond to customer inquiries. Goal-oriented individual with a pleasant personality and a tenacity that knows no restrictions. A multitasking Physician Liaison considered highly ambitious, willing to meet or exceed monthly quotas and capable of maximizing brand awareness. Confident Physician Liaison promoting effective communication, relationship building and time management skills. Offering more than 25+ years of calling on prospects and turning them into referral opportunities. Considered driven, talented, smart and a valuable addition to any team. Client-focused Sales Representative with 25 years of providing solutions to customers. Experienced professional with strong leadership and relationship-building skills. Top producing sales professional. Dynamic communicator who consistently exceeds goals and company expectations. Professional, detail-oriented Network Administrator motivated to drive projects from start to finish as part of a dynamic team.

## Skills

- Warehouse and fulfillment
- Processed, ticketed, stored, circulated and displayed [Type] merchandise.
- Inventory management
- Driving and transportation
- Shipping and receiving
- Quality assurance and control
- Order picking and processing
- Loading and unloading
- Safety-conscious
- Excellent time management
- Computer-savvy
- Valid mo driver's license can have colorado
- Excellent sense of direction
- Fast learner
- Physically fit and agile
- Basic mathematical aptitude
- Deadline-driven
- Trip planning

## Work History

**Business Owner / Artist**, 03/2013 to 11/2018

**Mikey Tatts LLC** – Kansas City, Missouri

- Put together realistic budgets based upon costs and fees for effectively operating the business.
- Remedied tense situations and conflicts by employing patience and understanding.
- Oversaw business budget planning and administration, accounting functions, purchasing and bi-weekly payroll to handle financial needs.
- Remained up-to-date on current bodyart trends and attended over 10 tradeshow per year to view and purchase ink and jewelry for resale.
- Provided outstanding coaching to a team of 4 employees, which boosted efficiency throughout the company.
- Enhanced product awareness by taking pictures of new and available product offerings and posting them to the company's website and media accounts.
- Monitored processes and procedures, making sure that they met all compliance regulations.
- Trained and developed 7 team members throughout 25-year business history.
- Handled heavy flow of paperwork and cooperated with accounting department on invoicing and shipping problems.
- Strategically scheduled team members to maintain optimal staffing levels at all times.
- Worked night and weekend shifts during holiday season, securing \$1500 in of orders in 12hr period.
- Restocked inventory each day and reviewed cash operation data to verify proper replenishment.
- Followed up with over 20 customers each week to verify that they were satisfied with purchases.
- Received multiple positive reviews which acknowledged dedication to excellent customer service.
- Developed reputation as an efficient service provider with high levels of accuracy.
- Maintained cleanliness and presentation of stock room and production floor.
- Supervised and directed all merchandise and shipment processing.
- Answered customer questions about product availability and shipment times.
- Ensured superior customer experience by addressing customer concerns, demonstrating empathy and resolving problems swiftly.
- Participated in physical inventory counts each morning.
- Educated customers about the brand to incite excitement about the company's mission and values.
- Monitored cash drawers in multiple checkout stations to ensure adequate cash supply.
- Processed cash and credit payments rapidly and accurately.
- Welcomed customers into the store and helped them locate items.
- Answered customer questions regarding merchandise and pricing.
- Alerted customers to upcoming sales events and promotions.
- Priced merchandise, stocked shelves and took inventory of supplies.
- Completed all point of sale opening and closing procedures, including counting the contents of the cash register.
- Recommended alternative items when product was out of stock.

- Contributed to annual store sales of \$90000 per year.
- Determined customer needs by asking relevant questions and listening actively to the responses.
- Communicated with vendors regarding back order availability, future inventory and special orders.
- Accurately logged all daily shipping and receiving orders.
- Answered product questions with up-to-date knowledge of sales and store promotions.
- Responded to all customer inquiries thoroughly and professionally.
- Provided elevated customer experience to generate a loyal clientèle.

**Owner Operator, 01/2008 to 03/2013**

**Self Employed – Thinktwice Tattoo**

- Scheduled, directed and motivated team to maximize productivity and optimize operational efficiency.
- Created successful marketing and promotions plans that drove revenue growth.
- Enhanced customer loyalty and satisfaction by addressing concerns in a speedy and knowledgeable manner.
- Recruited and hired talented staff to fill key positions.
- Hired and trained employees and evaluated their job performance.
- Developed and implemented detailed business plan to get operations running on the best foundation.
- Established budgets, negotiated costs with vendors and reduced expenses.
- Evaluated team performance to ensure compliance with applicable regulations.
- Optimized inventory levels to stay with current demand.
- Built company's reputation within the community as reliable and trustworthy bodyart organization.
- Adhered to safety requirements with no complaints, incidents or accidents.
- Automated key office processes, including payroll, AP/AR, recordkeeping and compliance tracking.
- Maintained adequate tattoo and jewelry stock and kept a close eye on inventory controls to track needs and correct issues in a proactive manner.
- Coordinated allocation of computer and printer service equipment and supplies to maintain operational efficiency.
- Optimized profitability and saved costs by negotiating vendor services.
- Improved customer satisfaction by resolving critical issues quickly and efficiently.
- Established and maintained strong procedures for daily operations.
- Increased revenue while providing preventative maintenance on tattoo and office equipment and

managing inventory.

## **Education**

**High School Diploma:** 1987

**Northside High School, Jackson, TN, USA** - Jackson TN