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WORK EXPERIENCE

2016 - Present GM Parts Distribution Warehouse

Inventory Specialist

- Daily Cycle counts
- Receiving PO's
- Slotting incoming parts daily from GM DC
- Investigation of discrepancy's and factory part recalls
- Process returns from vendors and dealerships

2012 - Present Turnpike Liquor

Lead Buyer

- Inventory control
- Product sell through, projections, ordering
- Budget and accounting
- Operations Management

2011 - 2012 Monster Cable

Product and Situational Sales Trainer

- Demonstrate new products to sales associates spotlighting new features
- Coach and train how to overcome objections through flagship selling and product advantages
- Train on technical features for different product lines

1995 - 2011 Ultimate Electronics

Corporate Trainer

Focused on demonstrating and establishing consistent professional sales techniques to all levels of sales staff

- Designed and implemented effective training schedule
- Product knowledge, doing an effective presentation, sales techniques, and life style selling
- Content for classroom setting including hands on Point Of Sale system
- Operations guidelines and polices
- Point of sale system set up for store open

- Responsible for New Store opening, New Market Development, Store Merchandising and floor lay out

Sales Manager

- Coach, teach and train sales partners to achieve maximum potential, including product knowledge, customer service skills and selling techniques
- Conduct and review monthly goal settings with sales partners to maximize their success and cover opportunities
- Confirm products are merchandised properly and operational for presentation
- Conduct daily sales meetings & trainings with passion, urgency and provide the necessary tools so partners can always give the ultimate experience and life style selling
- Host weekly meetings with underperformers while communicating feedback of strengths and developmental needs
- Cover lead step strategy with sales staff

Operations Manager

- Logistics management, track and enforce departmental policies and standard operating procedures
- Analyze daily reports for all aspects of operations, identify opportunities
- Responsible for all warehouse procedures including but not limited to shipping & receiving, inventory & cycle counts, safety, loss prevention and product services
- Responsible for all Customer Service related functions, facilities management, cash management, closing procedures, fraud, bad debt prevention, over-shorts, customer escalations, and sales
- Responsible for all delivery functions, scheduling, pick up and drop offs, vehicle maintenance, DOT certifications, sales skills and customer service skills
- Responsible for monthly research on P & L statements to payroll, store accounts, bad debt, over-shorts, shrink and supplies
- Responsible for completing a monthly operations and safety inspection and forwarding results to the General Manager, Regional Operations Manager and Regional Director
- Responsible for execution of all promotional display materials as directed by the marketing department

Human Resources

- Active recruiting, hiring, and evaluation of qualified partners for all positions within Ultimate Electronics
- Ensure new hire paperwork is complete and accurate for all positions
- On boarding and training for all positions in Ultimate electronics

2002 - 2005 Clear Channel

On Air Personality

- On air for 105.9 KBPI and 103.5 The Fox
- Board operations during live broadcast
- Responsible for show content and production
- Promotions
- Organize meet and greets with bands and celebrities
- Set up and execute remote events for station
- Call from event for live broadcast
- Marketing and branding of station

2000 - 2002 Radisson Hotel Stapleton Plaza

Executive Meeting Manager

- Show property to vendors and potential clients
- Create an exciting event for all attendees
- Negotiate contracts for events with guests and different hotel departments

1991 - 1995 Aries Comics

Owner

- Daily operations, sales
- Execute trade shows and conventions

- Ordering, inventory control, P & L