

# Joseph D. Platt

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720-491-

## Objective

To continue my career in sales and to further enhance my skills and share my experience and knowledge with a team; and, to assist a company in attaining the pinnacle of reputation and success within the community.

## Experience

Kelly Pipe  
**Sales**

August 2017-April 2019

- Developed new clients through cold calls and building successful customer relationships.
- Achieved \$4 Million in annual sales my first year.
- Assisted in developing an inventory control program.
- Collaborated the with logistics team on scheduling all inbound and outbound product.

2017 Denver Mattress Company

May 2010 - August

### Store Manager

- Hired as a sales representative and was promoted to Assistant Manager in San Antonio, TX in September of 2010
- Assisted in all hiring training and development of all employees
- Set a record for annual sales in my first full year
- Promoted to Store Manager in Dec of 2011
  - ❖ First year increased store sales by 37% and set a record in annual sales
  - ❖ Developed and promoted sales and assistant managers throughout the company
  - ❖ Achieved 3 record years in annual sales

Little Pub Company  
**General Manager**  
Denver, Co

February 2009-May 2010

Responsible for day - to- day Management including staffing, training, purchasing, cost control, facilities, maintenance, advertising, customer relations, marketing and menu development.

- Consistently ran below budget for cost of goods and labor
- Exceeded monthly and quarterly sales budgets
- Led my restaurant to the #2 sales position in a company of fifteen restaurants
- Staffed and trained two assistant managers, kitchen manager, and all hourly employees

Da Vinci's Italian Bistro  
February 2009  
**General Manager/Chef**  
Longmont, Co

December 2007 -

Directed and developed the startup of a new Italian restaurant concept. Collaborated closely with the owners to build a customer centric restaurant in the community.

- Developed two lunch and dinner menus with all new recipes and procedures
- Fostered a teamwork/open door environment that was conducive to running a great restaurant
- Built relationships with local schools and no-profit groups providing them with a means to raise money for special projects
- Co-developed "healthy" menu alternatives with a local school and served them meals twice weekly
- Managed purchasing for bar and kitchen and supplies
- Developed yearly budget and monthly labor targets
- Set budgets for supplies, utilities, food, and bar cost, advertising and labor

Buca Di Beppo  
2006  
**Assistant General Manager**  
Denver, Co

January 2003 -March

Opened a new store as a bartender working part -time and was promoted to Assistant General Manager.

- Assisted in hiring, training and development of all employees
- Collaborated directly with the General Manager to manage all activities of the restaurant including employees, maintenance, sales and profit/loss controls

- Performed goal setting and motivation of employees

Old Chicago  
**Lead Bartender**  
Denver, CO

August 1998 - January 2003  
March 2006 - December 2007

Led a resolute team of bartenders in a very high volume and fast paced restaurant. Aided in all the ordering processes and new drink menu development. Helped control cost and set goals for our team members.