

Michael Acosta

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813-454-4343

Work Experience

Account Manager

NOVO COFFEE - Denver, CO

July 2016 to Present

Proactively managed over 100 wholesale accounts, including high priority, high need accounts. Responsible for acquisition of company's largest wholesale customer.

GENERAL MANAGER

FLOW JOE COFFEE COMPANY - Denver, CO

March 2016 to July 2016

Assisted in launching of new cold brew concept company by developing recipes, seeking new client relationships, and creating new business through existing customers. Operated as sales and account management, production, and bookkeeping. Managed schedules and ensured timely delivery.

Service Technician and Account Management

Buddy Brew Coffee - Tampa, FL

May 2011 to February 2016

Increased company profitability by introducing new wholesale customer programs while maintaining positive customer relationships by continuously meeting customer needs. Targeted and consulted with potential new customers through face to face interactions.

Education

No Degree in Hospitality Management

Florida State University - Tallahassee, FL

June 2011 to May 2012

High school or equivalent

Skills

- CRM Software (8 years)
- Microsoft Office (10+ years)