



**Warehouse Liaison and Sales Assistant**

01/2014 to 01/2015

**WABA Fun, LLC** – Loveland, CO

- Primary responsibilities included order entry and processing, some quotation management, vendor manual reviews, and maintaining company's CRM lead and prospect database.

**Packaging and Quality Manager**

01/2013 to 01/2014

**WABA Fun, LLC** – Loveland, CO

- Quality check, package, and seal product for distribution to retailers.
- Arrange for logistics and shipping labels when necessary.

**Education**

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**Associate of Arts:** Vocal Performance

2004

**Garden City Community College** - Garden City, KS**Accomplishments**

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- Onboarded, trained, and implemented utilizing sales rep groups; hosted launch party to train 60+ reps, manage reps' ongoing training and field work.
- Implemented digital training platform initiative resulting in increased training at no additional expense.
- Expanded number of specialty accounts to experience 8 continuous months of triple digit year over year specialty channel growth for the last 3 years.
- Sales and operational leadership role in launching 7 new product lines while leading the specialty channel.
- Omni channel sales partnership with top accounts; brick and mortar stores, online business, gorilla sales marketing.
- Key player in onboarding a new CRM (Netsuite) from a sales and operational point of view.
- Experience with implementing new processes and streamlining current practices for operations/distribution center.

**References**

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David McCloskey      303.829.8496

Aaron Hill            970.227.8741

Jason Fenik           720.505.1857