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Professional Experience

R.S. Supply Inc.

Port Richey, Florida

(2015 – 2019 – Remote position)

Sales Manager

2012 – 2019

- Provide detailed and accurate inventory counts and sales forecasting
- Compile information and data related to customer and prospect interactions
- Monitor customer, market and competitor activity and provide feedback to company
- Develop plans and strategies for developing business and achieving the company's sales goals
- Exceed customer expectations and contribute to a high level of customer satisfaction
- Manage key customer relationships and participate in closing strategic opportunities
- Manage the use of budgets
- Manage the sales teams, operations and resources to deliver profitable growth
- Work closely with the marketing function to establish successful channel and partner programs
- Travel for in-person meetings with customers and partners and to develop key relationships

JP Morgan Chase & Company

Clearwater, Florida

Personal Banker

2012 – 2013

- Evaluate clients overall financial health and stability
- Grow lasting relationships with clients, guiding them through product and service recommendations as financial needs evolve over time
- Assist clients with day to day transactions and answer account and other financial questions and concerns
- Assist with various tasks as requested by professor
- Open new accounts, handle account service requests, offer convenience service recommendations
- Partner with specialists, Loan Officer, Business Banker, and Financial Adviser to offer clients access to expert advice and specialized services
- National Mortgage Licensing System registered
- Florida State Certified Notary

Temporary Positions (while earning degree)

Fort Collins, Colorado

2010 - 2012

Otter Box

- Respond to incoming client service phone calls in need of warranty fulfillment

Quad Graphics

- Operate assembly line to continuously feed yellow page printing machine
- Inspect machine for any necessary repairs or service needs before and after shift daily
- Restock materials before and after shift daily
- Inventory materials weekly

Group Publishing

- Package and ship Christian educational materials
- Restock warehouse

Hydra Trucking

- Package and ship bottled beverages
- Restock warehouse

Custom Blending's

- Fill containers with seasonings from commercial mixing blenders
- Prepare large packages filled with seasoning mixes for commercial use
- Label containers and prepare product for shipment

Parkway Productions

- Inspect metal products from the assembly line for defects
- Finish products prior to sending them to coating booth
- Package products and prepare for shipment
- Inventory items produced daily

R.S. Supply Inc.

Port Richey, Florida

Sales Representative

- Acquire new retail and commercial client accounts and maintain existing client accounts
- Inventory and produce reorders for clients
- Facilitate the setup of product display at client's retail locations
- Collect and record product selling trends for clients
- Generate marketing tools such as brochures, website information, and pricing sheets for clients
- Direct company involvement in trade shows

2007 –2010

Education

Bachelor of Science in Human Development and Family Studies

Graduated: May 2012 Colorado State University, Fort Collins, Colorado

Sigma Alpha Lambda member: National Leadership and Honors Organization