

**Keith Goodrich**

Objective

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To obtain a position with a reputable, growth oriented company that will utilize my extensive experience.

Work experience

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06/07- 02/18 Anixter Inc Denver, CO

**Sales Account Manager**

Responsibilities included selling electrical and electronic products and supply chain services to contractors, engineering firms, and industrial end users. This consists of developing existing accounts as well as cold calling on new accounts. Duties included managing multi million dollar industrial projects. Promoted from Inside Sales to Regional Account Manager and was a two time President's Club Award winner for top salesman in the U.S.

05/04- 05/07 C.H. Robinson Company Denver, CO

**Inside Sales Rep**

Duties include selling logistics services to new customers, maintaining good relationships with current customers to insure future business grows with them, and sourcing equipment for customers

09/01- 04/04 Applebee's Richmond, VA

**Associate Manager**

Responsibilities include hiring, training, and scheduling of FOH and BOH staff, sales and labor forecasting, declining budgets, and working with P&L statements Other duties include weekly inventory, invoicing, ordering of restaurant supplies, and benefits consultant for all employees of my restaurant

10/97 – 7/01 Champion Brewing Company Denver, CO

**Assistant General Manager**

After three months of employment, promoted from bartender to Assistant Manager (FOH/Bar Manager)

As Bar Manager averaged 14 - 17% liquor cost with an inventory that ranged from \$10,000 – \$15,000 weekly

**Education**

Bachelor of Arts Degree in Business Management at Bowling Green State University