

JULIAN M. TUFANO

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Address: 3080 Saint Rose Pkwy #1100, Henderson NV, 89052

SALES MANAGER

KC Chocolatier LLC, Santa Monica, CA -April 2017-Currently

- Maintained relationships with current B2B retail accounts.
- Locate and negotiated preferable terms with high profile commercial retail location for new KC Chocolatier cafes.

SALES MANAGER

Merchants Bancard Network, Los Angeles, CA — 2016-April, 2017

- Hired by owner to set up and operate inbound/outbound sales office. Generated 6600 new merchant accounts in 1 year.
- Responsible for setting up offices, computer systems, training manuals, Five9, & provide feedback to owner.
- Recruit, interview, hire and train staff, provide feedback to marketing dept.

STRATEGIC CORPORATE RETAIL EXPERIENCE

KC Chocolatier, Santa Monica, CA — 2014-2016

- Developed an investment hierarchy to attract Licensees within a value-creation framework, with exit strategy
- Handled business development for national wholesale accounts, resulting in new product lines being created.

RESORT AND CASINO PURCHASING EXPERIENCE

MGM RESORTS, Las Vegas, NV – Jan 2013-Dec 2013

- Entered purchase orders for new products.
- Adjusted replenishment points and discontinued items based on sales performance.
- Created new inventory skus for new products/stores.

EDUCATION

University of Tennessee, Knoxville, TN (*Marketing major / Entrepreneurship minor*) – BS class of 2012

- First Place: Asset Management Award in the Marketplace Live Simulation, Supply Chain Department
- First Place Overall: Global Marketing Simulation, Haslam College of Business ("best ever" performance as of 2012)

PERSONAL AND HOBBIES

Member of the national off-road bicycling association, proficiency in Epicor (retail-specific software).

REFERENCES

Brad Yater 310-980-0450 brad@cmgworldwide.com Owner: KC Chocolatier
Brad Sternfels 702-277-2301 Executive Chef Venetian/Palazzo