

Julian Michael Tufano
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EXPERIENCE:

- **Marketing Experience:** www.kcchocolatier.com I built the US website for the number 1 importer of Premium Belgian Chocolates to the United States. Working in coordination with founder Brad Yater to ensure all of the logistics are worked out with Brads distribution centers. 2018-2021
- **Sales Manager:** Merchants Bancard Network. Set up 2 sales operations for owner Jerry Cain in Henderson NV. This entailed setting up marketing campaigns with Five9 CRM as well as 6-8 sales agents. 6600 merchant accounts were opened in one year via hot lead Facebook model. 2016-2018
- **Sales Experience:** Proxe Pay. Closed 1000 merchant accounts in one year via a hot lead Facebook model. This operation generated \$66,000,000 in processing volume in roughly 1 year. 2014-2016
- **Buying Experience:** MGM Resorts. Worked closely with assistant director and director to set up new vendors and adjust replenishment points of our inventory. Mastered their Epicor inventory management system across the entire MGM resorts chain of Las Vegas properties.

AWARDS:

1st place Global Marketing Competition. Haslam College Of Business at the University of Tennessee. 2012
1st place Asset Management Global Business Simulation. Haslam College of Business at the University of Tennessee. 2011

HOBBIES:

Mtn Biking. 2005: 8th place Norba National Finals. 1st Place Tennessee State Championships.

REFERENCES:

Brad Yater- Founder KC Chocolatier. Phone: +1 (310) 567-7061