

Objective

Goal-driven Sole Proprietor/Developer and hands-on leader with 8 years of progressive experience in communication and management environments, including extensive experience in organizational structure, organizational change, and consulting. Cultivates a company culture in which staff members feel comfortable voicing questions and concerns, as well as contributing new ideas that drive company growth.

Skills

Leadership, Computer, Leadership Practice, Inventory Software, Adobe Creative Suite, Microsoft Office Suite, Flexi Pro 10.0 (sign And Design Software)

Work Experience

Sole Proprietorship

ABC Corporation - August 2013 – Present

- Building innovative production processes from scratch for a cutting-edge custom designed products.
- Formulating a comprehensive business plan complete with clear and actionable sales goals and targets.
- Tracking and evaluating staff performance, and handling all promotions and terminations.
- Preparing and filing financial statements such as balance sheets and income statements.
- Monitoring sales and service records and investigated discrepancies direct daily operations including financial, human resources, marketing, inventory control, and customer relations to generate optimal revenue streams for the business.
- Researching market competitors and industry trends to identify potential new products and services.
- Created a good customer base through advertising and internet marketing.

Sole Proprietor

ABC Corporation - December 2010 – August 2013

- Managed the day-to-day tactical and long-term strategic activities within the business.
- Structured and researched the market, procured funding, searched for a quality and cost-effective merchandise.
- Interfaced and strategized with wholesale and retailer partners in developing seasonal promotional opportunities for specific products and categories.
- Developed and manufactured new items to augment and maintain selling space and enhance long term sustainability.
- Analyzed profitability and related margins with existing retailer base in an effort to sustain and grow category presence and maintain favored positions within same retail environment.
- Provided cost effective, independent and targeted chain marketing and sales support for a variety of publishing clients.
- Inspected work frequently for materials, progress, safety, quality of workmanship.

Education

Master in Lean Six Sigma - 2010 (Villanova University) Master Of Arts in Organizational Leadership - (Park University - Parkville, MO) Associate Of Applied Science in Business Administration - (Kingsborough Community College - Brooklyn, NY)