

GARRETT HUGHES

CONTACT

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| San Diego, CA

EDUCATION

BACHELOR OF SCIENCE: INTELLIGENCE ANALYSIS

JAMES MADISON UNIVERSITY

Concentration: Competitive Business Intel

RUBY FULL STACK BOOTCAMP

LEARN ACADEMY

Ruby, Rails, Javascript, HTML/CSS, SQL

CAPABILITIES / SKILLS

TECHNICAL

Ruby
Ruby on Rails
Javascript
HTML
CSS
SQL (PostGres/MySQL)
Git/Github

PROFESSIONAL

Leader
Design
Photography
Data Analysis
Time Management
Team Orientated

EXTRA ACTIVITIES + VOLUNTEER

DIRECTOR OF MEDIA

Financial Management Association | 2014-2015

MENTOR/MEMBER

Society of Entrepreneurs | 2012-2016

PRESIDENT

Madison Motorsports | 2012 – 2013

EXPERIENCE

April
2014
-
Present

OWNER

SportStickers | Harrisonburg, VA

- Started as an intern, current majority owner of the company
- Using quantitative and qualitative data analysis, increased our retailer list by approximately 43%.
- Manage our Quickbooks, Square, Insightly, Mailchimp, SalesOrder for ERP and Adobe Photoshop and Illustrator to create, design and produce stickers for our manufacturer.
- Point of contact for 120 retailers to ensure that they are happy with sales and to ensure any needs are met promptly
- Using financial analysis was able to project sales to negotiate contracts with two large manufacturers and UPS to mitigate our costs and ensure a win-win environment

August
2013
-
Present

Owner/Head Photographer

Garrett Hughes Photography | Oceanside, CA

- Successfully turned a passion project into a profitable business in two years
- Pitched, negotiated, and won contracts with brands such as: Ferrari, Lamborghini, Goal Zero, Yeti, GSI Outdoors, Stance Socks, Treeline Outdoors, Prana, North Face and more.
- Just finished a trip that lasted 2 months sponsored by some of the largest names in the Outdoor Industry. With my partner and dog we lived for 2 months off-grid out of a roof top tent on my Jeep.
- Transformed personal social media presence into an influencer account working with sponsors

August
2013
-
August
2014

Shift Supervisor

Pump-it-Up | Harrisonburg, VA

- Supervised a team of 2 to 8 employees per shift
- Managed all day to day transactions, sales and client disputes
- Delegated tasks to ensure we had a clean and safe environment for children to play at
- Consistently went above and beyond to provide a great customer experience and teamwork environment
- Was the highest tipped supervisor during my employment

May
2012
-
August
2012

Intern

Brown Harris Wealth Management | Culpeper, VA

- Assisted with account management for accounts totaling \$400 million.
- Got to see full transparency from a business that started by knocking on doors. Sit-ins included: client meetings, sales meetings, mutual fund pitches and other day-to-day
- Assisted in a transition of their CRM to Salesforce.
- Ran database queries to identify account opportunities: potential upgrades and low-balance close-outs.