

James Botham

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WORK EXPERIENCE

Thelma's Treats, Market Area Manager - Minnesota

October 2015 - PRESENT

Lead the expansion of Thelma's ice cream sandwich distribution in the Minnesota market. Built the business from 11 Kowalski's locations in January of 2016 to over 195 grocery stores (Lunds, Hy-vee, Cub, Target) in 2018 and sales of \$700,000.

Hired and lead a team of 15 part time brand ambassadors promoting the brand and product though in store sampling and community events. (Uptown Art Fair, Grand Old Days, St. Paul Saints Stadium). In the first year alone, our demo staff was responsible for handing out over 50,000 samples.

As sales increased and the market grew, I acquired larger warehouse space, built additional walk in freezer capacity, acquired additional delivery vehicles, and brought on a second full time employee.

In running the market, I am responsible for a wide variety of day to day responsibilities including: sales forecasting, inventory management, maintaining food and distribution licenses with Dept of Agriculture, creating delivery routes, invoicing and bill paying, employee training and equipment and warehouse maintenance.

Wayzata Fire — FireFighter

May 2008 - September 2012

Fire Prevention Education, EMS Application, Emergency Response

Schaefer Lawn & Snow Service

May 2011 - January 2012

Radio Shack — Sales Associate

November 2009 - May 2011

Sales, Customer Service, Bank Functions, Management

EDUCATION

Augsburg University, Minneapolis — Bachelor of Arts in Business Management

September 2013 - May 2017

SKILLS

10 Key, Basic Web Coding, Proficiencies in Computer Hardware Technology, Problem Solving, Communications, Troubleshooting, Detail Oriented, Organisation, Self Motivated, Time Management, Driven, Teamwork, Leadership, Excel, Word, Powerpoint, Social Media