

experience



Assistant Sales Manager

Sunderstorm Inc.

2021 - April 2022
Boulder, CO

Managed a team of 5 Sales Representatives selling Kanha Gummies.

- Managed Key accounts
- Advised sales team, set sales goals, performed conflict management
- Worked collaboratively with senior leadership, marketing and production teams to ensure all sales goals were met
- Brought Kanha to a top 10 selling brand in CO within 1 year



Account Manager

Sunderstorm Inc.

2021 - 2021
Durango, CO

Top 10 cannabis MSO, Kanha Gummies, launched in Colorado during April 2021.

- Onboarded 80+ accounts in one year, with 25 accounts onboarding before any product was produced
- Largest sales month was \$110k; largest individual sale was \$28k
- Produced over 60% of all sales
- Used established relationships to build continued trust and increase sales



Account Manager

BellRock Brands

2018 - 2021
Durango, CO

Top 5 Colorado cannabis MSO consisting of Dixie, Mary's Medicinals, Aceso CBD, and Honest Marijuana.

- Generated over 3.5m in sales per year; highest individual sale was \$112k; highest sale month \$360k
- Sales penetration in my territory was over 85% with 145 active accounts
- Grew my territory from \$80k per month to \$350k per month in sales in 1.5 years



Tri-County Director and Grant Writer

Grand Futures Prevention Coalition

2017 - 2018
Steamboat Springs, CO

Nonprofit focusing on prevention for youth for drugs, alcohol and tobacco.

- Raised over \$1m in grant funding
- Formed committees and recruited volunteers to plan, organize, and implement grant funded programs
- Built relationships among board members and key stakeholders and collaborated with other nonprofit organizations

skills

Sales: Managing high level accounts, Problem solving, Sales demoing, Collaborating, Relationship-building

Technical: Javascript, JSON, HTML, CSS, NODE, SQL, React, JQuery, APIs, REST APIs, GitHub, MongoDB, Git

Tools: VS Code, Insomnia, Postman, MySQL, GraphQL, MongoDB Compass, MS Suite applications, Accumatica, Outfield, LeafLink, PowerBI, Heroku, Salesforce, Mac OS, Google Apps, Slack, Telegram

education



Colorado Mountain College

Bachelor of Arts in Sustainability



Denver University

Fullstack Coding Bootcamp