

experience



Assistant Sales Manager

Sunderstorm Inc.

2021-2022

Boulder, CO

Promoted to this role due to my leadership skills and training experience, I also maintained sales for Key Accounts.

- Set obtainable sales goals by assessing product availability and predicted consumer traffic
- Sold \$1.7m of product in the first year of business in Colorado
- Set promotional products and deals based on availability and seasonal trends
- Used regular check-in's and performance reviews to advise best practices and increase sales



Account Manager

Sunderstorm Inc.

2021 - 2021

Boulder, CO

Launched the Colorado chapter and on-boarded 80+ new accounts across Colorado.

- Used established relationships to onboard 25 accounts before production began and build brand trust
- Worked with Marketing to ensure that branding and promotions would relate to Colorado customers
- Trained dispensary staff in product and brand knowledge to increase product recommendations



Account Manager

Bellrock Brands

2018 - 2021

Durango, CO

I used my professional and relationship-building skills learned from the non-profit sector to quickly grow sales.

- Generated \$3.5m in sales per year; highest individual sale was \$112k; highest sale month \$360k
- My sales penetration was at 85% by using targeted sales pitches and storytelling to upsell new products
- Learned METRC, Cannabis Compliance and local regulations to be a more trusted representative



County Director & Grant Writer

Grand Futures Prevention Coalition

2017 - 2018

Steamboat Springs, CO

This role was heavily reliant on developing relationships with the community and other nonprofits.

- Obtained \$1 million in grant funding and donations through online searches and community outreach
- Researched statistics, grant application requirements and performed readiness surveys
- Decided programing, held trainings for community members and presented ideas to c-suite executives



Various Positions

AmeriCorps, Rocky Mountain Youth Corps, BookTrails

2013 - 2016

Steamboat Springs, CO

Worked at various youth-centered non-profits including completing an 11-month AmeriCorps internship.

skills

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

Tools: Excel, Powerpoint, Word, Google Apps, Slack, VS Code, GraphQL, MySQL, PowerBI, Heroku, Slack

education



Colorado Mountain College

Bachelor of Arts in Sustainability



University of Denver Coding Boot Camp

Full Stack Coding Boot Camp