

experience



Sales Consultant **Freelance**

2022-Present
Boulder, CO

Advised sales practices for various small-scale brands.

- Assist in lead generation
- Advise in best practices for sales techniques, in-store demos, sales pipeline, organization and marketing materials
- Quadrupled sales for one brand within 3 months



Assistant Sales Manager **Sunderstorm Inc.**

2021 - 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, our team sold 1.7m in the first year



Account Manager **Sunderstorm Inc.**

2021 - 2021
Durango, CO

Top 10 cannabis MSO selling 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, regularly reached and exceeded quota
- 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, regularly reached and exceeded quota

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