

## CONTACT

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☎ 651-343-8296

## EDUCATION

### **BACHELOR OF ARTS: DIETETICS**

2004  
College of St. Benedict, St.  
Joseph, MN

### **MASTERS OF BUSINESS ADMINISTRATION: ENTREPRENEURSHIP AND SMALL BUSINESS**

**MANAGEMENT**  
2017  
Cyd-Cor, Applied MBA

### **SOCIAL MEDIA MARKETING CERTIFICATE**

2017  
eMarketing Insitute

### **YOGA TEACHER CERTIFICATE**

2007  
Yoga College of India

### **FULL-STACK ENGINEERING**

2019  
University of Minnesota,  
College of Cont. Education &  
Professional Studies

## CORE COMPETENCIES

Leadership  
Team management  
Relationship building/customer  
service  
Results-Driven  
Problem solving  
Critical Thinking  
Adaptability & flexibility  
Project, Process & Team  
Management  
Strategy & Negotiation  
Advanced proficiency in Google  
Apps, in Excel,  
Strong Communicator  
Engaged learner  
Technically savvy  
Web Development & Design  
Graphic & Logo Design

# LIANA JACQUET MORRISON

## ABOUT

Liana is an accomplished Senior Sales, Business Manager and Event Planner with strong verbal and writing skills and a demonstrated record for project management, problem solving, and collaboration with diverse teams.

## EXPERIENCE

### **SALES CONSULTANT**

#### **First Choice Coffee Services | 2017-Present**

First Choice Coffee Services offers premium office coffee and beverages solutions, the latest, upscale and environmentally friendly options for businesses employees and their clients

Client Acquisition thru face to face contact/Territory management

Proposal and cost-analysis writing

Client relationship building and maintenance

Manage and prioritize daily activities and long-term projects

**Left to pursue Full-Stack Engineering**

### **SENIOR ACCOUNT MANAGER**

#### **Mercury Matrix, Inc | Jan 2017 - Sept 2017**

Client Acquisition thru face to face contact/Territory management

Proposal and cost-analysis writing

Client relationship building and maintenance

Manage and prioritize daily activities and long-term projects

Hired, train and coach new team members

Developed strategies to increase brand exposure and revenues

Responsible to meet daily and weekly sales goals

Analyze weekly results and strategize activities to meet goals

**Left due to company closing.**

### **SENIOR TEACHER AND STUDIO MANAGER**

#### **Open Minds Fusion Studio|Yoga College of India | Nov 2007 - Jan 2017**

Taught yoga classes and led workshops to increase body awareness and energetic alignment

Mentored new certified instructors to ensure consistent classes.

Participated in research projects with veterans and PTSD using yoga as part of therapy towards recovery.

Design and lead workshops focusing on yoga's health benefits and categories of poses

Managed a private clientele to meet their specific needs and modify training to ensure safety during training

Maintained digital database of clients

Managed day-to-day activities of the office

Created and campaigned special events, workshops and parties

Managed a staff of 20-30 contractors

Scheduled outside rentals

Developed and implemented trainings and other workshops