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James Miller

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| qualifications | |
|  | * Highly creative, self-motivated individual with management and customer relations experience * Ability to conceptualize and generate new ideas, analyze problems, and develop effective solutions * A dependable team player who relates well and works cooperatively with diverse personalities * Fast learner with demonstrated initiative and dedication to the achievement of organizational goals | |
| Education | |
|  | 2001-2005 Oregon State University Corvallis, OR  *Bachelor of Science*   * Major: Business Administration – Marketing/International Business * Minor: Athletic Administration | |
| Work experience  **January 2011 – Present**  *CFO/Co-founder/Silent Investor* Eastmill Products Eugene, OR   * Successfully introduced Sarayo sauce, a spicy and creamy hot sauce, to the mainstream market. We were able to develop a great recipe, bottle the recipe, and sell it to Safeway and Unified Grocers. With persistence and desire, we sent out samples and continued cold-calling until we received a response. We were able to enter directly into a large supermarket chain as Safeway saw uniqueness and potential in Sarayo, and immediately put us on their shelves. Main responsibilities include controlling financials, overseeing business decisions with co-founder, and working with social media to gain exposure. | | |
|  | **May 2010 – January 2011**  *Executive Team Leader - Assets Protection* Target Clackamas, OR   * As a leader for loss prevention, I managed processes, investigated for internal theft, and assisted in external apprehensions in order to lead a sales culture and drive sales performance. By analyzing, communicating effectively, and planning strategically, I continuously improved upon problematic areas to decrease shortage and improve profit for the company. Building strong rapport with store leaders and outside partners was important as I was able to research, investigate, and resolve all issues in a timely manner.   **October 2008 – May 2010**                     Target                                        Eugene, OR  *Executive Team Leader - Salesfloor*   * As a manager of the full sales floor, I met challenges daily with solid routines, relationship building, and prioritizing. Through building trust with five department managers, I provided an efficient work environment with available merchandise for our customers and excellent customer service. With that trust, I was able to offer open communication with my employees, which led to solving store opportunities with a sense of urgency and making decisions quickly as a team. | |

REFERENCES AVAILABLE UPON REQUESt