





B / B Brandon Barnes

B e e r / W i n e / S p i r i t s M a n a g e r / T r a i n e r

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A B O U T M E

Experienced Manager and beverage specialist with a demonstrated history of working in the retail and beverage industry. Skilled in Trend Analysis, Retail, New Store Openings, Team Building, and Loss Prevention. Accomplished professional with a proven success in assessing market data and exceeding sales goals. Certified Regional Trainer and Educator with experience in Product Knowledge, Training and development.

Licensure/Certification

2009- ABC Certified bartender

-Trained & certified in mixology, glassware and serving.

2013- Certified Beer Server

-Worldwide accreditation that covers several beer topics including history, glassware, proper serving techniques and pairings.

2017- Total Wine Professional

-Completion of 7 rigorous wine examinations covering geography, regulations, techniques and producers.

2019- Total Spirits Professional

-In depth knowledge and mastery of distillation, production and general expertise of spirits.

S K I L L S



E D U C A T I O N

Associates in Arts Degree
Miami Dade College/ Miami, FL
2018

Pharmacy Technician Diploma
Everest Institute/ Miami, FL
2008

High School Diploma
Miami Killian Senior High School
2006

E X P E R I E N C E

Wine/Spirits/Beer Manager, Inventory Manager, Human Resources Manager

Total Wine & More/ Atlanta, Ga/ Aug 2011-Dec 2019

Wine/Spirits/Beer Manager:

- Presented in District sales meetings. Facilitated holiday service Team Member trainings, new store opening trainings and Cicerone® training.
- Increased store Winery Direct penetration year-over-year and to budget over 50bps.
- Lead consumer beer classes 3 years consecutively along with wine and spirits consumer classes and private events. Conducted over 50 wedding consultations in store.
- Maintained the beer department featuring domestic, craft and rotating seasonal products.
- Worked beer distributors daily on proper merchandising, filing and signage of product on shelf and floor displays.
- Attended the Premiere Napa Valley Wine Auction February 2018.

Inventory Manager:

- Conducted weekly and daily counts on products ranging upwards to the 5K price range.

EXPERIENCE CONT'D

- Assisted in 4 new store openings in Florida, Georgia, Texas and Tennessee.
- Worked directly with LPRBP on top shrink items and action plans to reduce shrink internally and externally.
- Weekly bill balance of multiple purchase orders. Ensuring accuracy and counting bulk product shipments. Organizing product shipments for higher efficiency.

Human Resources Manager:

- Displayed strong organizational skills, assisted in creating employee schedule and reconciliation of timecards.
- Administered employee documentation and termination. Led a successful seasonal hiring and on boarding for Q4 in all departments.

Cashier/Merchandiser

Party City/ Miami, FL/ Mar 2011-Sep 2012

- Assisted in Colonial Palms new store opening Spring 2011.
- In charge of general opening and closing procedures Ensuring register accuracy, returns cashing out team members.
- Handled product: stocking, and overall customer assistance.
- Directed phone calls, assisted with personalized invitations and banners.

Cashier

Whole Foods Market/ Miami, FL/ Apr 2009-Jan 2010

- Handled product: returns, purchases and overall customer assistance.
- Directed phone calls and assisted with accounting.

Pharmacy Technician

CVS Pharmacy/ Miami, FL/ Sep 2008-Apr 2009

- Filled prescriptions; educated patients on applicable medications. Managed medical billing and inventory.
- Handled register/returns and customer service; verified insurance and prescriptions.
- Handled product, stocking in pharmacy and on sales floor.

R E F E R E N C E S

- Available upon request