

# RON TALONE

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12330 WATER TUPELO RD. JACKSONVILLE, FL 32226

Highly accomplished academically and results-driven, leveraging finely-honed interpersonal and time management skills to successfully manage retail sales operations and increase employee productivity, achieving sales goals and objectives. Currently seeking a position in professional sports, preferably in Operations, by demonstrating a B.S. in Sports Management with a Minor in Business, as well as some transferrable skills and areas of knowledge as follows:

- Sports Management
- Employee Training
- Performance Evaluation
- Sales Techniques
- Team Building/Leadership
- Customer Service

## EDUCATION HISTORY

**University of Florida** | Gainesville, FL      **Florida Community College** | Jacksonville, FL  
▪ B.S. in Sports Management, Business Minor (2009)      ▪ A.A. in Business (2006)

## VOLUNTEER EXPERIENCE

**UNIVERSITY OF FLORIDA** · Gainesville, FL  
**Jul. 2007 - Dec. 2008**

### ***Student Volunteer - U.A.A.***

Assisted in the Gator Football offices and worked game days during the season.

- Assisted 30-150 guests with check in, dining services, and a tour of pregame activities.
- Monitored the field during game time to ensure compliance with NCAA rules.

## PROFESSIONAL PROFILE

**JACKSONVILLE SHARKS** · Jacksonville, FL  
**Jan. 2011 - Aug. 2011**

### ***Journalism/Media Relations Intern***

Served as liaison between the Sharks and the local media, assisted in website content and stat research.

- Provided a weekly article for the Sharks program ad distributed at Sharks home games- entitled "Ron's Rant."
- Developed partnerships and trust with players and coaches which strongly aided in the interview process during the creation of feature stories and press releases for the team website- Jaxsharks.com.
- Responsible for gathering historical stats for the creation of the team's first media guide; also responsible for updating stats/records each week both for the team and around the AFL.
- Game day responsibilities included displaying field banners and dasher-boards, fulfilling media interview requests and providing stats and quotes to both the media as well as the Sharks social networking outlets.

**PALACE SPORTS & ENTERTAINMENT** · Auburn Hills, MI

**Sep. 2009 - Dec. 2009**

### ***Outside Sales Intern - Detroit Pistons***

Assisted the Sales Staff as well as the Box Office

- Distributes complimentary tickets to the current client base as well as prospective clients using grassroots marketing tactics to promote and increase Detroit Pistons brand awareness.
- Utilizes sales training provided to generate revenue through outbound sales campaigns that focused on the sale of Pistons' full and partial ticket packages.
- Led game day tours before Pistons games for prospective clients to show them a "VIP Experience."

**FLORIDA HIGH SCHOOL ATHLETIC ASSOCIATION** · Gainesville, FL      **Jan. 2009 - April 2009**

### ***Athletic Operations Intern***

Held accountable for mailing documents and other necessary information to high school Athletic Directors to assist them with ensuring compliance with FHSAA's rules and regulations.

- Provided follow-up services to Athletic Directors to confirm receipt of information, as well as created memos for important deadlines.
- Worked at the Boy's Basketball Finals, responsible for managing the school bands and cheerleaders from arrival to the finish of the game. Collaborated with the P.A. to coordinate school performances and organize dance routines with team mascots.

**TARGET** · Jacksonville & Gainesville, FL; Auburn Hills MI

**Aug. 2000 - Present**

***Sales Floor Team Leader | Cashier***

Assumes full responsibility for providing exemplary customer service while ensuring all products are in-stock and well-organized to create a positive shopping experience.

- Leads a team of associates to ensure adequate product quantities, departmental cleanliness, and to ultimately generate increased levels of sales.
- Continuously monitors departmental sales levels and collaborates with upper management to develop strategies to improve performance.

***REFERENCES AVAILABLE UPON REQUEST***