

ANTHONY JOHNSON

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EDUCATION

Bachelor of Science (B.S.) Business Management

University of Denver, Denver, CO
September 2007 - May 2011

KEY SKILLS

- Medical Marijuana
- ◆ MED Regulations
- Customer Service
- Team Management
- Consultative Sales

CERTIFICATIONS

- ◆ Cannabis Budtender
Certification (CCBT),
NCCB, 2011

A Senior Budtender and Wellness Guide with 10+ years of experience, specializing in medical marijuana products, marketing, dispensary management, and customer service. A strong history of leading high-performance teams to deliver an exceptional customer experience. Adept at providing product education to clients based on healthcare goals and needs.

PROFESSIONAL EXPERIENCE

Senior Budtender & Wellness Guide

Cure Leaf, Denver, CO | May 2016 - Present

- Manage a team of six budtenders, oversee medical marijuana inventory valued at \$80K, and provide coaching and mentorship to facilitate professional development
- Deliver training to team members on strategic selling techniques, upselling, and customer service best practices, resulting in a 30% increase in monthly sales revenue
- Serve as the dispensary representative at industry events and build relationships with fellow dispensaries and organizations to discuss partnership opportunities
- Conduct cannabis sales generating \$150K in monthly revenue and perform consultations with clients to evaluate medical needs and healthcare goals

Budtender

Stallion Dispensary Corp., Denver, CO | May 2011-May 2016

- Conducted 50-80 cannabis sales transactions in accordance with MED rules and federal regulations, which included overseeing the verification process for medical marijuana licenses and reviewing expiration dates
- ◆ Provided consultative sales to customers, educated clients on marijuana strains, and recommended appropriate products and devices based on customer needs