Amy Bork

Sales and Social Media Director

610.659.0812 // 669 Harbor View Road, Charleston, SC 29412 // amy.bork@gmail.com

*Proactive team-player with extensive experience in sales operations, office management and customer service.  Excels in increasing brand visibility, maintaining relationships with customers and targeting new opportunities.*

**ACTIVITIES**

**Dogue de Bordeaux Rescue - ddbrescue.org**: rescue, transport and foster French Mastiffs to prepare for adoption

**Active member of 1 Million Cup: Charleston** – a weekly gathering of local entrepreneurs to learn about business strategies and provide insight to help others grow their companies

**Participates in Creative Mornings: CHS** – A monthly series for the creative community hosted in over 180 cities

**PROFESSIONAL EXPERIENCE**

**OUTSIDE THE BOX**, Charleston, SC – *Sales and Social Media Director//*June 2017 – Present

Use business development techniques to generate new opportunities and strengthen client relationships in order to drive product value

Implement selling structure and design strategies to increase brand awareness

Design and manage website and social media platform ([www.dontbsquare.com](http://www.dontbsquare.com) // @dontbsquaresc) to increase visibility

**COUNTRY CLUB OF CHARLESTON**, Charleston, SC – *Food Services //* March 2018 – Present

Manage inventory and daily sales to maintain an active workflow and increase customer satisfaction

Excel in product knowledge and customer preferences for improved experience

**FREELANCE ARTIST,** Charleston, SC – *Abstract Painter //* Present

Painter of abstract, mixed media pieces. Recently started a new series with intention to secure space in a local gallery

Shares work through #FreeArtFriday leaving artwork in various places through the city with messages of celebration

Featured in the Charleston City Paper for Free Art Friday scavenger hunt

**AMERICAN PACKAGING DISTRIBUTORS CORP.,** West Chester, PA – *Sales Representative //* August 2009 - January 2014

Made largest single company sale of co-packing, bottling line (valued $900,000+) in 2013 to established customer

Call current and prospective customers to increase market share in competitive industry

Established 70% of top managed accounts

Attend sales training sessions to increase product knowledge and establish relationship with vendors

Averaging 22% increase in territory each year – four consecutive years

Build relationships with customers to sustain accounts, solve problems and provide the highest level of product knowledge

**BRACKISH,** Charleston, SC – *Sales Ambassador and Artisan //* January 2016– July 2017

Lead efforts to execute direct sales and trade shows by identifying past success and areas of growth for luxury men’s line

Service existing wholesale accounts by taking orders and upselling when acceptable

Support efforts in opening new accounts by planning and organizing targeted sales trips and events

Attend, design and manage retail trade shows to gain company exposure and support sales efforts

Complete assigned tasks to support production and shipping for luxury men’s luxury apparel company

Willingness to learn about development to assist where needed and increase volume of company productivity

Create lapel pins and design new products for spring 2017 line

**THE GOLF COURSE AT GLEN MILLS,** Glen Mills, PA - *Food Services //* March 2005 - May 2012

Instilled goal of customer satisfaction by providing service in a timely manner

Strengthened managerial skills through training and completing all opening and closing duties

**EDUCATION**

**Bachelor’s Degree, Corporate Communications //** PENN STATE UNIVERSITY 2008 // Media, PA