

# A.J. Kemp

Brand Builder, Sales Leader, Forward Thinker, and Team Player

Dynamic professional with a track record of building relationships, managing initiatives, architecting long-term strategies, and mentoring teammates to success. Proficient in balancing diverse teams, utilizing exceptional communication skills, and making decisions during critical challenges. Independent and nimble leader with an ability to create opportunities that further organizational goals.

## Professional Experience

2012 - 2017	<div><b>Co-Founder &amp; Co-Owner</b> <i>Hawks View Cellars</i><ul style="list-style-type: none"><li>Formed &amp; reported to Board of Advisors championing overall rightsizing initiative</li><li>Architected internal sales reporting systems in line with strategic directives set by shareholders</li><li>Spearheaded strategic overhaul yielding substantial top-line and bottom-line growth</li><li>Managed &amp; monitored production cycle</li><li>Balanced all business lines concurrently</li><li>Partnered directly with professional relationships including legal, M&amp;A, insurance, and governmental compliance</li><li>Launched acquisition marketing initiative resulting in successful exit for shareholders</li></ul></div>
2007 - 2012	<div><b>Co-Founder &amp; General Manager</b> <i>Hawks View Cellars</i><ul style="list-style-type: none"><li>Collaborated with Co-Founder on formation and management of all levels of operations</li><li>Spawned brand product mix &amp; pricing strategy</li><li>Responsible for facility management</li><li>Authored sales channel analytics covering ecommerce, wholesale distributors, and DTC retail channels</li><li>Assisted with all levels of production</li></ul></div>
2003 - 2017	<div><b>General Manager</b> <i>Hawks View Vineyard</i><ul style="list-style-type: none"><li>Directed contracted vineyard management company</li><li>Composed annual budgeting &amp; reporting specializing in COGS &amp; cash flow analysis</li><li>Oversaw all aspect of contracts and negotiations</li><li>Monitored maintenance of all equipment &amp; machinery</li><li>Ensured total compliance with OSHA, FDA, and ODA</li><li>Managed marketing &amp; public relations</li></ul></div>

## Education

2002 - 2003	<div><b>Peter F. Drucker Graduate School of Management - Claremont Graduate University</b> MBA focusing in Strategy, Marketing, &amp; Finance</div>
1998 - 2002	<div><b>Claremont McKenna College</b> BA in Economics</div>

## Personal Info

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<b>Date of birth</b> February 20, 1980
<b>LinkedIn</b> <a href="https://www.linkedin.com/in/a-j-kemp-28b680/">https://www.linkedin.com/in/a-j-kemp-28b680/</a>
<b>Skills</b>  Sales channel development, management, and growth expertise with deep knowledge of temporal planning  Proven experience in project management balancing multiple business lines concurrently  Strong performance analysis skills  Deep strategic expertise in consumer facing & B2B industries  Proficient team builder  Adept relationship manager with external professionals  Hands on creation of marketing copy encompassing digital, print, and social media  Advanced knowledge of MS Office suite