

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>Co-Founder & Co-Owner <i>Hawks View Cellars</i><ul style="list-style-type: none">Formed & reported to Board of Advisors championing overall rightsizing initiativeArchitected internal sales reporting systems in line with strategic directives set by shareholdersSpearheaded strategic overhaul yielding substantial top-line and bottom-line growthManaged & monitored production cycleBalanced all business lines concurrentlyPartnered directly with professional relationships including legal, M&A, insurance, and governmental complianceLaunched acquisition marketing initiative resulting in successful exit for shareholders</div>
2007 - 2012	<div>Co-Founder & General Manager <i>Hawks View Cellars</i><ul style="list-style-type: none">Collaborated with Co-Founder on formation and management of all levels of operationsSpawned brand product mix & pricing strategyResponsible for facility managementAuthored sales channel analytics covering ecommerce, wholesale distributors, and DTC retail channelsAssisted with all levels of production</div>
2003 - 2017	<div>General Manager <i>Hawks View Vineyard</i><ul style="list-style-type: none">Directed contracted vineyard management companyComposed annual budgeting & reporting specializing in COGS & cash flow analysisOversaw all aspect of contracts and negotiationsMonitored maintenance of all equipment & machineryEnsured total compliance with OSHA, FDA, and ODAManaged marketing & public relations</div>

Education

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

Personal Info

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Date of birth February 20, 1980
LinkedIn https://www.linkedin.com/in/a-j-kemp-28b680/
Skills 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