# Experience

## Franchise Owner-Sport Clips Haircuts August 2011-September 2015

* Developed a new market for the Sport Clips brand in the state of Alaska.
* Implemented a comprehensive marketing plan, hired and trained employees, managed the overall operations of three locations.
* Each store in Alaska accomplished operational break-even within 6 months.
* Recognized as “Rookie Team Leader of the Year” 2013.
* Appointed to a national advisory leadership committee by the CEO of Sport Clips, Inc. 2014.

## Merrill Lynch September 1994- January 2001

Vice President/Sales Manager Oregon Complex

* Directed the sales efforts of a complex generating $64 million in revenue.
* Assisted in the management of 8 offices and 160 financial advisors.
* Conducted sales meeting, prepared and presented sales and marketing ideas.
* Coached and mentored new financial advisors.

Mutual Funds Marketing Manager

* Successfully managed a district of three states (Oregon, Washington, Alaska) and 550 financial advisors
* Generated $500 million in sales
* Recognized as a member of Chairman’s Club for the top 3 in sales nationally.
* Provided education and training to financial advisors and clients on topics of financial planning, asset allocation, managed money, technology, market trends, and mutual fund selections.
* Provided continuing education credits to CPAs and attorneys on Qualified State Tuition Programs (Section 529-college savings plan).

# Education

## Alaska Pacific University 2009-2010

Received 9 graduate credits in Certification Option for Teachers K-8

## La Salle University Philadelphia, PA 1989-1993

Bachelor of Science Business Administration

# Skills

Leadership/Management Skills--goal driven leader who maintains a positive environment, confidently motivates and coaches managers and employees to a high performance standard.