



Julian Wiley

BUSINESS DEVELOPMENT
REPRESENTATIVE

Details

Chicago
United States
715-529-2059
jwiley1996@gmail.com

Links

[LinkedIn](#)

Skills

Ability to Multitask

Ability to Work in a Team

Leadership Skills

Fast Learner

Microsoft Excel

Communication Skills

Able to manage and implement
Social Media campaigns

Gsuite

Hobbies

In my personal time, I enjoy indoor skydiving, house/techno music, traveling, new food, and movies!

Profile

Bringing forth a proven history of fostering client relationships in order to maximize sales volume. Adept at business development and seeking new opportunities from a wide range of clients. Skilled in assessing client drive and implementing programs that best foster that drive. Adept at developing key relationships and furthering business development.

Employment History

Assistant General Manager, North Shore Organic Services, Milwaukee

AUGUST 2021 – FEBRUARY 2023

- Provided optimal assistance to the General Manager and handled a variety of tasks.
- Served as a helpful assistant to all office staff including the Accountant, Maintenance team leads, and Maintenance Managers
- Performed general administrative tasks and ran an organized program.

Logistics Account Executive, Total Quality Logistics, Chicago

FEBRUARY 2023 – SEPTEMBER 2023

- Led the oversight of a weekly brokerage revenue exceeding \$30,000, concurrently mentoring a team member
- Served as the primary liaison managing communication between customers and the contracted service provider.
- Acquired proficiency in specialized software within a brief time frame to enhance job performance.

Bar Supervisor, Mango's Cafe, Milwaukee

AUGUST 2019 – AUGUST 2023

- Maintained a clean and orderly workspace, resulting in a decrease in customer complaints about the bar environment
- Created and enforced policies and procedures to ensure compliance with health, safety, and sanitation regulations
- Monitored cash flow and reconciled the bar's daily revenues and expenditures, resulting in a decrease in losses

Education

Marketing, BS, Arizona State University, Tempe

AUGUST 2015 – JUNE 2019

Courses

CS50 Intro to Computer Science, Harvard

FEBRUARY 2022 – JUNE 2022

References

Sarah Spencer from North Shore Organic Services

sayblue@yahoo.com | 7154979869

Garrett Roth from Blockfill

rothgarrett@gmail.com | 4143312615

Patrick O'Brien from Total Quality Logistics

302-233-1809