

## **Laura Ashley Walker**

4623 Radford Ave, Richmond VA 23230 | (804)888-5458 | [LauraAshleyWalker4@gmail.com](mailto:LauraAshleyWalker4@gmail.com) | [Linkedin](#)

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I am a skilled and organized agriculture and education professional who has supported and facilitated sales, project management and educated both adults and children about the importance of agriculture and sales management. I am currently set to graduate, August of 2022, from the University of Richmond's Coding Bootcamp, where I have learned how to become a Full-Stack Developer.

### **Skills**

Sales Management | Project Management | Excel | Marketing Management | Inventory Management | Sales Training | Relationship Building | Hospitality Management | Social Media Management | Google Analytics | HubSpot | Greenhouse Management | Budget Building and Management | Computer Programming | HTML | CSS | Javascript | SQL | REACT | GitHub | GitLab

### **Experience**

#### CTE Horticulture Teacher, Hanover High School- Mechanicsville, VA

*August 2021- Present*

Horticulture and Plant Science Educator  
Greenhouse Management  
FFA Advisor  
Classroom Management

#### Operations Manager, Shockoe Solar, LLC- Richmond, VA

*September 2020- August 2021*

Project Management  
Customer Service  
Social Media Manager  
Permit and inspection submission  
Inventory and supply management

#### Owner, Capital Gardens RVA - Richmond, VA

*June 2019 - Present*

Install residential and commercial gardens  
Sales and marketing management  
Work with local school systems to educate Pre-K – High School students about gardening  
On-Site project manager and installer  
Office management: scheduling, bookkeeping, sales and inventory

#### Wholesale Manager, Trump Winery - Charlottesville, VA

*March 2014 - January 2019*

Managed all sales for 26 states and 6 countries  
Skilled in all TTB and ABC laws throughout the U.S  
Setting budgets for department  
Strong negotiation skills for expanding new sales territories  
Working with Key Accounts throughout the US  
Setting pricing programs and SKU approval for Key Accounts  
Price negotiations and price support with distributors

Work and educate distributors on brand and sales  
Warehouse and logistics management  
Responsible to monthly and yearly inventory  
Hosting events and festivals both in state and nationally  
Holding and participating in distributors General Sales Meeting (GSM) and active in mark work with  
Leads company monthly sales meeting  
Extensive travel experience  
Company social media experience- Instagram controller

Account Manager, Andes Imports - Salem, VA

*December 2012 - March 2014*

Working and closing Key Accounts  
Setting programs and tasting events for Key Accounts  
Responsible for meeting sales quota  
Training sales team  
Cold calling skills  
Knowledgeable of Virginia ABC Laws  
Tasting and Event for Accounts

Senior Sales Representative, Verizon Wireless- Roanoke, VA

*November 2009 - December 2012*

Help customers discover their wireless needs  
Cold calls  
Train sales representative  
Manage a team of sales representatives

Vineyard and Cellar Forman, Chateau Morrisette Winery- Floyd, VA

*May 2008 – Nov. 2012*

Vineyard duties: Pruning, planting, collecting yield information, harvesting, and plant/pest management  
Cellar/Production duties: Blending, mixing, analyzing wine samples, yeasting, barrel work and bottling.  
Harvest production and scheduling harvest help  
Month and Yearly Inventory of all wine and fruit

**Education and Certifications**

University of Richmond- Expected Graduation Date August 2022- Certificate in Full Stack Computer Programming  
Ferrum College - May 2008 - Bachelor's Degree of Science in Agriculture Minored in Horticulture, Business and Enology  
Certified WSET Levels 1 & 2 Certified  
CSW Level 1

**Awards and Boards**

Manager of the Quarter; Trump Winery - *March 2018*  
Philanthropic Manager of the Quarter; Trump Winery *January 2018 and September 2018*  
Virginia Wine Board: Governors Cup Committee and Events Committee Member *2015-2018*  
Monument Avenue Park Association, Richmond VA- Social Media Chair *2018- Present*  
Children's Home Society- Junior Board Member- Events Chair *2019- Present*