

## ECOMMERCE OPERATIONS MANAGER

### Experience

September 2015

to

December 2016

## ECOMMERCE OPERATIONS MANAGER

- Consulted company on development of ecommerce business resulting in \$ 90,000 in sales in first year.
- Responsible for setting up systems & operational procedures within ecommerce department for inventory management, order processing & customer service.
- Worked directly with web development team to build & optimize ecommerce website.
- Worked with marketing agency to implement Google ad words, seo techniques, Facebook marketing & social media.
- Was liaison between vanilla star jeans & marketing agency on all relevant topics.

May 2014

to

August 2015

## Honeywell INSIDE SALES REPRESENTATIVE

- Responsible for selling closeout & leftover stock goods to independent retailers & ecommerce buyers.
- Maintained relationships with buyers of ecommerce websites such as choxi, zulilly & overstock.
- Managed to sell over \$ 100,000 worth of merchandise within first year.
- Conducted excellent phone & email presentations.

June 2008

to

March 2014

## Workday, Inc. Smithfield , AR SALES MANAGER

- Managed & lead a team of 7 sales representatives including 5 part time sales reps & 2 full time reps.
- Responsible for personally selling between 5-7 insurance policies every single month.
- Ensured team collectively delivered a minimum of 3 policies every single month.
- Conducted weekly training meetings with team; trained on topics such as setting appointments, effective presenting, overcoming objections & closing.
- Ranked # 1 personal producer nationwide (January 2012) for selling 35 policies in a single month.

January 2005

to

May 2008

## Gotrg Home Office , FL SALES REPRESENTATIVE

- Responsible for the sale of 14ct, 18ct & platinum jewelry to clients at tradeshow & on road trips.
- Involved in cold calling prospects to set appointments for tradeshow & road trips.
- Sold \$ 35,000 worth of merchandise in the first year.
- Managed the planning & execution of all tradeshow for full office staff.

## Education

December 2004

SUNY City Bachelors Degree : Business Management Business Management 3.2

## Skills

ad, agency, closing, cold calling, clients, customer service, ecommerce, email, insurance, inventory management, marketing, meetings, office, platinum, policies, presenting, presentations, producer, selling, sales, phone, web development, website, websites