**Michael A. Strickland**

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**PROFESSIONAL SUMMARY**

Career-driven, goal-focused **Sales Professional** with over 10 years of valuable experience. Adept at achieving organizational goals, both independently and in teams. Call on customer service insight to act as an effective leader of dynamic staff teams. Experience includes a strong planning, and event organizing background; seeking to utilize my experiences in a Business Development role that will allow for career growth.

**KEY AREAS OF EXPERTISE**

* Leadership
* Organization
* Communication
* Attention to Detail
* Sales
* Networking
* Social Media
* Teamwork
* Event planning
* Sales Training
* New Business Development
* Setting Team Goals

**PROFESSIONAL EXPERIENCE**

* Built, developed and managed sales teams for various events
* Organized and oversaw a company’s new location opening in Los Angeles
* Networked with new venues to organize events for a dynamic team
* Digitized planning documents, resulting in an improved, expedited planning process
* Developed unique methods to assist in company expansion
* Contacted possible studios and investors for new projects
* Led in sales and performance goals set by my superiors
* Administered detailed presentations to possible new businesses and investors
* Supervised the purchasing of new products and advertisement
* Demonstrated excellent customer service skills in multiple hospitality industry roles

**EDUCATION**

**Bachelors of Science,** (In Progress), Daytona State College

**High School Diploma**, Academics, Audubon High School

**INVOLVEMENT**

* Boy Scouts of America
* Daytona State Basketball Team
* Daytona Beach Men’s Rugby

**EMPLOYMENT HISTORY**

* **Graphique Products** | West Coast Account Manager (Jan 2016 – Present)
* **Adrian Bartol Productions** | New Business and Finance Developer (Mar 2014 – Feb 2016)
* **Various Agencies** | Model / Actor (2012 – 2016)
* **Harrah’s Philadelphia** | Dealer / Croupier (Apr 2011 – Jan 2013)
* **Burns Hyundai** | Sales (Feb 2009 – May 2010)
* **LA Fitness / Body of Change** | Assistant General Manager (Jun 2006 – Aug 2008)