

DAVID WICKEMEYER

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Highly experienced professional seeking to apply the skills and experience obtained over a successful career toward a new endeavor. Adept at customer relations in both front-line sales and management in multiple industries and constantly seeking to improve and advance in both knowledge and ability.

EXPERIENCE

2022 - CURRENT

SALES AGENT, IDEAL CONCEPTS

- Utilized proprietary software to establish clients needs & match them with the most beneficial product
- Beta tested new sales training program to help ensure viability for future new hires
- Consistently met & exceeded goals and metrics set by management

2015 - 2021

BAR & INVENTORY MANAGER, PORTERS PUB

- Managed inventory for successful, high-volume business while also managing busy sales floor
- Assisted in managing business social media platform
- Worked closely with vendors to acquire limited edition, highly sought after merchandise while also monitoring market trends & successfully staying ahead of them.
- Worked closely with ownership to create, plan, and implement numerous events successfully driving business to the establishment
- Oversaw customer retention program with members numbering in the tens of thousands

2012 - 2015

ASSISTANT GENERAL MANAGER, STEELWORKS BUFFET & GRILL

- Responsible in assisting the General Manager in overseeing the day to day operations of a \$5.6 million business while being directly responsible for overseeing a staff of 75+ across multiple facets of the business
- Worked closely with budgetary constraints and P&L's to ensure maximum profitability
- Directly responsible for the creation & successful implementation of employee training program
- Consistently met & exceeded goals set by upper management
- Similar duties performed with The Rose Group from 2004 - 2012

SKILLS

- Customer relations/retention
- Inventory management
- Creative problem solving
- Vendor/Supplier relations
- Adept at multiple sales programs
- Leadership & Employee management
- Fluency in MS Office and other programs
- Adaptability

EDUCATION

JUNE 2000

HIGH SCHOOL DIPLOMA, FREEDOM HIGH SCHOOL

CURRENT

ASSOCIATES DEGREE, NORTHAMPTON AREA COMMUNITY COLLEGE

WORKING ON COMPLETION