

ADAM STARK

CONTACT

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WORK EXPERIENCE

THE CYPHER ON ELM

Manager/Operator | 2021-2023

- Managed financial transactions, formulated budgets, and generated financial reports.
- Spearheaded the creation of an e-commerce solution, overseeing inventory management and payment processing.
- Successfully configured a Point-of-Sale system (Lightspeed) for our retail location to synchronize with our online inventory management system, enabling real-time sales tracking.
- Maintained a CRM database within Lightspeed to foster continuous and personalized customer engagement.
- Diligently upheld all licensing and tax-related documentation, ensuring strict compliance.
- Facilitated the sale of the company for a profit.

KICKS FROM NICK, LLC

Sales/Inventory Manager | 2018-2021

- Acquired clientele for high-end sneakers and streetwear/designer clothing, facilitating both buying and selling.
- Fostered enduring customer relationships by leveraging the Lightspeed CRM database.
- Organized 5 vendor booths in 2 years, including SneakerCon in Phoenix, AZ, grossing over \$80,000 in sales.

VERIZON ENTERPRISE SOLUTIONS

Client Services Specialist | 2016 - 2018

- Managed the seamless migration of service data to ensure full compliance on a new \$10 billion government contract.
- Developed custom Oracle SQL scripts for precise data reporting.
- Innovatively crafted three tailored software tools using Java and VBA, resulting in a 87% boost in efficiency. Conducted comprehensive employee training on the utilization of these tools.
- Took charge of meetings to deliver crucial updates to top-tier management and VP-level personnel.
- Facilitated communication with government representatives through phone and email to implement changes in software entitlements. Organized compliance forms and authorization requests proficiently.
- Efficiently utilized Verizon's internal CRM tool to maintain essential government point-of-contact relationships.

PERSONAL PROFILE

I have more than seven years of experience collaborating with vendors and sales clients, specializing in the utilization of data management. My expertise extends across both small business and corporate environments, where I've played a pivotal role in establishing effective foundations and implementing business processes to ensure their success.

EXPERTISE

SQL/Data Reporting

Client Services and Engagement

Establishing Best Business Practices

Employee Training

SOFTWARE KNOWLEDGE

Oracle/SQL

Excel/VBA

Google Workspace Applications

Java/Python

Social Media Platforms

PERSONAL SKILLS

Communication

Organization

Problem Solving

Leadership

Adaptability

Attention to Detail

EDUCATION

ASSOCIATE IN ARTS

Central Carolina Community College / 2010