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With over 10 years of experience, I have developed a unique blend of skills. I am a self-starter with a proven track record. I exceed sales targets, build client relationships, and manage complex projects from conception to completion. My experience has primarily been in selling custom design solutions for large stadiums, arenas, and convention centers. You can find my work at Red Rocks Amphitheatre, Allegiant Stadium, SoFi Stadium, Santa Barbara Bowl, and many others. My background in manufacturing allowed me to understand the clients' needs and interpret for our design team with little-to-no revisions. Making for a faster sales cycle.

Professional Experience:

Director, National Accounts · Gallery Carts. Kiosks. Portables – Denver, CO: (2016-Present)

- Total Sales (2016-2023): \$53.9MM
- 10%-15% above quota YOY
- Project Value Range: \$10,000 - \$14,000,000
- Percentage of Total Company Sales: 65%-70% YOY
- Initiate and manage between 40-60 projects per year, including site evaluations, preliminary layouts, design management, margin management, and sell price management.
- Act as the main intermediary between cross functional groups such as engineering, production, accounting, and installation teams.
- Lead and manage (3) member design team through the project process, ensuring quality work and timely delivery. Conducting my own QC processes.
- Trained, mentored, and created an onboarding process which led to higher retention amongst new employees.
- Accelerated the sales team's productivity by ~35% by developing new tools.
- Maintain a high level of communication with clients to ensure their needs are met and exceeded.
- Develop annual sales budgets and expenses.
- Prepare and present monthly sales reports, highlighting sales performance against targets, competitive activities, and progress reports for each active project.
- Lead marketing initiatives that translate to new business, based on industry knowledge.

Industrial Designer · Gallery Carts. Kiosks. Portables – Denver, CO: (2014-2016)

- Collaborated with clients to gather initial information and provided solutions to meet their needs.
- Created 2D AutoCAD concepts and 3D renderings in SolidWorks to visualize designs.
- Produced accurate job quotes and engineered metal parts for production using material drawings.
- Built sheet metal drawings for manufacturing of components needed in assembling carts & kiosks.





Production Engineer · Gallery Carts. Kiosks. Portables – Denver, CO: (2014-2016)

- Managed sourcing and pricing of materials, worked with vendors to ensure timely delivery of supplies.
- Led the building/assembly process and oversaw the quality control of finished products.
- Ensured that the production process ran smoothly, efficiently, and effectively.



Installation Supervisor · Gallery Carts. Kiosks. Portables – Denver, CO: (2014-2016)

- Traveled to various locations to receive and assemble finished products, conduct final equipment tests, and ensure client satisfaction.
- Managed up to (10) technicians, providing leadership, training, and guidance to ensure project completion on time and within budget.
- Fostered strong client relationships and managed expectations throughout the process.



Relevant Personal Experience:

Developer/General Contractor/Designer {Built Personal Home: 2021-2023}

- Scoped unimproved land for construction.
- 3D modeling and design work for architect to convert into sealed plans.
- Permit research and application within county entities.
- Seek out and managing quotes for contractors.
- Orchestrated and lead trades through the necessary steps per individual expertise.
- 30%-40% of construction work completed personally.
- Project completion within budget.



Skills:

- Business Development
- Direct Sales
- Account Management
- Customer Relationship Management (CRM)
- Innovative & Organized
- Product Design/Industrial Design
- Manufacturing
- Metalwork & Woodwork
- General Fabrication & Construction
- SolidWorks (3D Software)
- Adobe Suite (Photoshop, Illustrator, etc.)
- NetSuite
- Salesforce
- AutoQuotes
- AutoCAD



Education:

- B.S. Industrial Design/Product Design - 2014 [Metropolitan State University of Denver]