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| Skills

- 35 | Marketing
- 29 | Business Development
- 26 | Strategic Planning
- 26 | Sales
- 19 | Strategic Partnerships
- 16 | Management
- 16 | Leadership
- 12 | Customer Service
- 06 | Start-ups
- 05 | Team Building

(Source: LinkedIn)

Causes

- + Local food pantries
- + Habitat for Humanity
- + Hope Worldwide

Interests

- + Innovation
- + Strategy
- + Ethics
- + Nature
- + Art
- + Music
- + Movies

OBJECTIVE:

- ▶ Help others to meet meaningful goals

EXPERIENCE:

Axio Enterprises / Manchester, NH
 Founder & CEO / June 2007 – December 2012

Axio was an e-marketing and e-commerce company with retail distribution for high-demand electronics and computer hardware. Axio was adept at simplifying the sale of complex technology products for the average consumer.

- ▶ Increased global retail revenues from start-up to over \$1.6M / year
- ▶ Designed and launched a digital advertising plan that increased retail sales 5-fold by leveraging technology
- ▶ Managed global sales operations to optimize customer satisfaction, achieving an aggregate positive feedback statistic of 99.5%
- ▶ Ran proprietary methods development
- ▶ Created branding campaigns for several new brands, including: Axio Enterprises, Nexit Digital, RAM-Memory, MemoryQuick and Intraxio

Nexit Digital / Manchester, NH

Co-founder & General Manager / June 2011 – September 2012

Nexit was a new-venture subsidiary of Axio Enterprises. The company was involved in light manufacturing and product distribution. Nexit sold tech products in B2B wholesale and B2C online retail, via marketplaces such as eBay.com, Amazon.com and our own web portal.

- ▶ Team collaboration and management
- ▶ Design and presentation of new ideas, solutions and products
- ▶ Cold-calling, relationship-building and networking
- ▶ Client and supplier relations
- ▶ General HR functions (hiring/firing, reprimanding, incentivizing)
- ▶ Enterprise policy formation and implementation
- ▶ Multi-level project management
- ▶ Product purchasing and contract negotiation
- ▶ Cost reduction and overall business process efficiency
- ▶ Production-chain dynamics and digital inventory management
- ▶ Development of quality control processes
- ▶ Business crisis management
- ▶ Financial statements literacy (P+L, cash-flow, balance sheet)
- ▶ Week-to-week budgetary planning

EDUCATION:

- ▶ University of Massachusetts, B.A. in Economics (May 2017)~2013 to Mid-2017
- ▶ Middlebury College
- ▶ University of North Carolina

Certificate:

- ▶ Tuck School of Business at Dartmouth (May 2011)



Work gap note: 2017 - 2022 spent recovering from traumatic brain injury aftermath. Now clear in standing with physicians and ready to begin work again.

Recipient:
 The "Outstanding
 Academic Achievement
 in Economics" Award



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Objective: Work as part of a team to meet meaningful business goals

SKILLS

- Entry-level basic skills; both introductory and advanced leadership in business settings; Customer service; Phone and switchboard communications; Microsoft Windows and Office (Word, Excel, PowerPoint, Outlook, Access); CRM software (Blackthorne, Contact, Junxure); E-commerce business experience; Web (Wordpress, basic HTML coding, MarketingPro, PRWeb, etc.); Social media (Twitter, LinkedIn, Facebook)

EDUCATION

UNIVERSITY OF MASSACHUSETTS, LOWELL 2017
Bachelor of Arts, Economics

- Degree Honors: Magna Cum Laude (GPA: 3.81)
- The “Outstanding Academic Achievement in Economics” Award, 2017

TUCK SCHOOL OF BUSINESS AT DARTMOUTH COLLEGE 2011
Certificate

EXPERIENCE

NEW ENGLAND INVESTMENT & RETIREMENT – N. Andover, MA 2018
Marketing and Operations Associate

- Planned and executed overall communications strategy, including client and public relations, writing and editing original content, organizing company initiatives to express branding look and feel, cooperating with marketing consultants to move company plans forward, etc.
- Managed basic, constantly-updating material on customized website (www.neirg.com)

- Designed and implemented SEC-compliant marketing content to serve clients by teaching them useful information related to financial and life planning
- Contributed to aspects of office operations, such as effective implementation of CRM software and deployment of web-based content
- Presented opportunities for improvement of firm operations

[~4 year gap for educational and life pursuits, explained in cover letter]

AXIO ENTERPRISES – Manchester, NH

2007 – 2012

Founder and Manager

- Assembled a team that established a consumer electronics e-commerce company which served over 50K customers worldwide and, at its height, generated more than \$1M/year in online sales
- Managed overall business strategy, research and development to promote high levels of growth
- Ran various operations including supervisory production, customer service, account management, product procurement and supplier relations, sales and HR
- Implemented process-improvements to expedite fulfillment, product delivery and RMA while maintaining brand values with an overall customer satisfaction rate of 99.5%
- Coordinated business relationships and logistics from RFQ to delivery as both client and supplier
- Supervised as many as 7 direct reports at any given time
- Managed light-manufacturing and product fulfillment logistics of a 2000 SF facility

CURRENT WORK GAP

OTHER

2017 – 2022

Medical Recovery and Rehabilitation Life Phase

- Prevented from working during medical rehab period
- Attempted working corporately after brain trauma in 2018 for a short length of time without significant success, and left job subsequently to continue medical recovery and life adaptation
- Spent significant amount of time in recovery phase, for multiple years
- Now in clear standing with supporting physicians and medical providers, and ready to begin working again
- Seeking gainful employment as a team member at a reputable and innovative company
- Available immediately for the right employment partner