**Sales & Compliance Professional | E-Commerce & Data Management Expert**

Proven track record in inside sales, operations, and e-commerce marketing, driving multimillion-dollar revenue growth. Expertise in sales strategy, compliance, and data management with experience in leading teams and optimizing logistics.

**Key Achievements**

* $4M annual sales & $1M in a single month at Transamerican Wholesale.
* Revitalized a dormant revenue stream, adding $75K in monthly revenue.
* Led logistics improvements, reducing costs by 5% and increasing revenue by 15%.
* Managed a retail store with a 10% YoY growth rate.

**Professional Experience**

**Inside Sales & Data/Customer Compliance Manager**

EGR USA | Dec 2023 – Present

* Drive revenue growth through inside sales and customer data compliance.
* Manage customer relationships and process sales orders.
* Ensure data accuracy and compliance with contracts & industry regulations.

**Security Lead**

House of Blues | Apr 2019 – Present

* Oversee venue security operations, ensuring a safe and secure environmen**t** for patrons and staff.
* Conduct bag checks, manage access points, and respond to incidents professionally.
* Collaborate with local law enforcement and enforce venue policies.

**Amazon Marketing Manager**

Big 5 Electronics | Mar 2023 – Dec 2023

* Developed Amazon marketing strategies, optimizing listings and ad campaigns.
* Increased visibility & conversions through SEO-driven content & PPC ads.

**Supervisor, E-Business & Data Management**

DV8 Offroad | Feb 2020 – Aug 2022

* Managed e-commerce operations, improving online sales and data integrity.
* Developed data-driven strategies for process improvements.

**Sales Supervisor – B2C Retail**

Outlaw Offroad | Apr 2019 – Feb 2020

* Led retail sales team to exceed targets & improve customer experience.

**Senior Manager, Operations & Customer Service**

Transamerican Wholesale | Dec 2005 – Dec 2018

* Spearheaded sales & logistics strategies, driving multimillion-dollar growth.
* Managed e-business, international, and trade show sales.

**Skills & Expertise**

**Sales & Business Development:** B2B & B2C Sales, Inside Sales, Phone Sales, New Business Growth
**E-Commerce & Digital Marketing:** Amazon Seller Central, eBay, Walmart, Shopify, P&L Management
**Data & Compliance:** CRM Systems, Customer Data Management, Regulatory Compliance, Process Optimization
**Operations & Leadership:** Logistics Strategy, Team Leadership, Cost Reduction, KPI Analysis
**Security & Risk Management:** Venue Security, Incident Response, Access Control, Customer Safety