

Professional Profile

Sales and marketing executive with five years of sales experience in team sports. Historian and researcher with multiple published works. Professional with management, presentation and interpersonal skills. Resourceful and Adaptable. Proven self-starter. Motivated and enthusiastic toward customers, co-workers and all assigned projects. Demonstrated success in:

- Historical Research
- Sales
- Communications
- Training
- Marketing and Merchandising
- Customer Service

Professional Experience

2009

HERITAGE ARCHITECTURE AND PLANNING*Historian/Researcher***San Diego, CA**

Heritage Architecture and Planning has established itself as one of the leading preservation architecture firms in the western United States. Responsible for researching and determining the possible historicity of homes in San Diego for the purpose of the Quieter Home Program. Accomplishments included:

- Over 300 properties researched for QHP.
- Organized research process of utilizing biographical and building records to determine potential historicity.
- Wrote and constructed historical reports for other company projects, including the renovation of Bennington Plaza in China Lake, CA.

2007 – 2009

NEWPORT BEACH BREAKERS/HOAG HOSPITAL FOUNDATION*Ticket Sales Manager***Newport Beach, CA**

The Newport Beach Breakers of World Team Tennis have led the league in attendance over the last three seasons. The team is operated by the Hoag Hospital Foundation. Revenue from ticket sales aid the foundation. Responsible for handling all incoming ticket orders, generating revenue through group sales and season ticket packages via outbound calls. Providing excellent customer service prior to and during matches. Accomplishments included:

- Three seasons of being the most attended team in the league.
- 600K personally generated during the last three seasons.
- Creation of Jr. Breakers Club and all ticket packages.

2005 – 2006

LOS ANGELES ANGELS OF ANAHEIM*Inside Sales Representative***Anaheim, CA**

Winners of the 2002 World Series, the Los Angeles Angels of Anaheim have dominated in ticket sales and attendance over the past seven years. Responsible for incoming sales, customer service, and ticket sales gained through telemarketing efforts. Accomplishments included:

- Success in recruiting new season ticket holders.
- Retained 75% of previous season's mini-plan package holders.
- Created excellent relations with both previous and new ticket holders.
- Led Inside Sales team and broke previous sales record with \$571,000 generated.

