

# JARED M. HARVEY

4167 Whatuthink Road Myrtle Beach, SC 29588 • ☎ (843) 465-6952 • ✉ jharvey0825@gmail.com

## **SALES / MARKETING / BUSINESS DEVELOPMENT / MANAGER / LEADERSHIP**

Energetic, disciplined, and results-oriented individual with strong qualifications and experience to manage teams and business functions that require excellent communication, sales, relationship building, customer service, and leadership abilities. Self-motivated and driven to contribute diverse talents toward collaborating with a growth oriented company to achieve targeted business, customer, and financial objectives. Use exceptional interpersonal skills to establish productive working relationships with customers, team members, and all levels of management.

## **SUMMARY OF QUALIFICATIONS**

> Enthusiastic, trustworthy, and outgoing individual with natural relationship building skills and selling abilities. > Represent companies in a professional manner while delivering sales presentations and closing new business. > Skilled at uncovering customer needs/wants, presenting products/options, and ensuring a smooth sales process. > Solid reputation for displaying professionalism and integrity at all times and consistently meeting/exceeding goals.

## **CAPABILITIES AND SKILLS**

▪ Managing the Entire Sales Process ▪ Operations/Business Leadership ▪ Consultative / Solutions Selling ▪ Targeted Prospecting/Networking ▪ Resource Planning / Allocation ▪ Accelerating Revenues/Profits ▪ Employee Training / Management ▪ Customer Rapport/Relationships ▪ Controlling Expenses and Costs ▪ Sales/New Business Development ▪ Face-to-Face Sales Presentations ▪ Negotiations and Closing Sales

## **PROFESSIONAL EXPERIENCE**

**Bar / Floor Manager, Nance's Creekfront Restaurant, Murrells Inlet, SC 2005 – Present** Held fully accountable for utilizing strong communication skills and leadership abilities to manage day-to-day operations in a busy customer-focused environment. Provide hands-on management to drive and maintain the highest levels of customer satisfaction, revenue growth, efficiency, productivity, and operational excellence. • Support company sales, service, and business goals, work well in a multi-tasking environment, ensure processes and procedures are followed, and use strong leadership skills to ensure positive results and profitable operations.

- Skillfully identify and meet customer needs, utilize enthusiasm and suggestive selling techniques, and apply detailed knowledge of food and beverage items to help increase company sales, revenue, and bottom-line results.
- Uphold a positive image of the company while actively contributing to customer service objectives and quality standards by evaluating results, identifying needs, and analyzing and responding to customer and team feedback.
  - Ensure the complete training and development of team members, oversee staffing, hiring, and scheduling needs, establish individual and team performance expectations, and facilitate a positive/motivating work environment.
- Quickly address customer needs/requests as well as resolve any issues or concerns in a timely manner, adhere to customer service standards and procedures, and always represent the restaurant in a professional manner.
- Monitor and track daily performance and results to ensure adherence to the highest levels of customer service and support, compliance with laws, sales productivity, cost effectiveness, cleanliness, and safety at all times.

## **Additional Experience:**

- **Assistant Manager**, *Aeropostale*, Myrtle Beach, SC (2002 – 2005)

## **EDUCATION**

**Bachelor of Science in Health Science**, *Coastal Carolina University - Spadoni College of Education*, Conway,  
**Real Estate School of SC**, Completion of 75 hour Qualifying Education appraisal courses and the  
Trainee/Supervisor course

**Training:** Sales, Marketing, Customer Service, Leadership, Management, Training, Restaurant/Retail  
Operations **Computer:** Microsoft Office Suite, Data Entry, Internet, Information Research, Databases, POS,  
PCs/Windows