

HARPER LEWIS

Business Owner

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PROFESSIONAL SUMMARY

Entrepreneurial business professional with 18 years experience possessing a strong emphasis in retail marketing and merchandising, store & territory management, sales, client-vendor relations, business start-up and development, and ability to quickly implement specific and timely service programs to maximize sales. To pursue a career that allows me to utilize my creative, customer service, and technical skills, and also to obtain new skills which allow me to grow and advance in my career.

WORK EXPERIENCE

Business Owner 📅 May / 2018-Ongoing
Pineapple Enterprises 📍 Santa Monica, CA

1. Built great rapport with all vendors to grow a relationship and generate business.
2. Created social media accounts and built a Facebook business page with over 3,000 active users.
3. Managing inventory levels and conducting market research to stock the latest inventory.
4. Started the company from the ground up, while wearing every hat of the company.
5. Key administrator in the development of annual business plans, forecasts, and budgets as well as short and long-term growth strategies.
6. Handling all franchise finance and employee administration responsibilities, including benefits, accounts payable/accounts receivable, payroll, workers' compensation, unemployment, and all required federal and state government filings.
7. Communicating with clients and other individuals to answer questions and explain information.

Business Owner 📅 May / 2015-May / 2018
Cactus Creek Solutions 📍 Phoenix, AZ

1. Scheduled the project in logical steps and budget time required to meet deadlines.
2. Acquired/retained high profile accounts via integrity, hard-work, and keen business savvy.
3. Conferred with supervisory personnel, owners, contractors, or design professionals to discuss and resolve matters, such as work procedures, complaints, or construction problems.
4. Trained employees in accordance with state and federal guidelines for the safe operation of the tanning equipment.
5. Planned promotions, advertising, and marketing to increase business opportunities.

EDUCATION

Bachelor of Business Administration 📅 May / 2012-May / 2015
State University 📍 Phoenix, AZ

Focused on entrepreneurship and business management principles.

SKILLS



ACHIEVEMENTS

- ★ Increased annual revenue by 30% through targeted marketing initiatives and strategic partnerships.
- ★ Implemented cost-saving measures that reduced operational expenses by 15% without compromising service quality.