

# PARKER PATE

## Entry-Level Bartender

✉ parker.pate@email.com

☎ (123) 456-7890

📍 Washington, DC

🌐 [LinkedIn](#)

## EDUCATION

Bachelor of Arts  
Communication

University of North Carolina

📅 2012 - 2016

📍 Chapel Hill, NC

## SKILLS

Teamwork; Customer Service;  
People First; Problem-solving;  
Leadership; Inquisitive; Microsoft  
Excel

## CAREER OBJECTIVE

A well-rounded, unique, and sales-driven background positions me for an exciting challenge as a bartender at The Maidstone. With a passion for fine dining, creating a lavish customer experience, and discovering creative ways to propel sales upward, I am eager to marry my expertise in business development with my love for East Hampton and the diverse community that comes together for world-class food and drink.

## WORK EXPERIENCE

### Business Development

#### Simple Software

📅 2017 - current 📍 San Francisco, CA

- Fostered support from state, county, and local governments to increase adoption of solar energy
- Managed schedule and budget to ensure on-time and within budget completion of 96% of projects
- Hired and developed a team of 4 sales associates and business development staff
- Exceeded sales qualified leads goals by 9% via a combination of inbound and outbound lead generation
- Owned all phases of solar project development, from lead generation through planning and construction for projects worth over \$1.2M in revenue

### Sales Associate

#### Karline's Clothing

📅 2015 - 2017 📍 Seattle, WA

- Maintained a positive attitude, and directed customers to the merchandise and correct sizes based on their needs while exceeding sales targets in 3 of 4 quarters
- Earned the top-performing sales associate in 2017, out-performing company-wide sales goals by 7%
- Revamped the loyalty membership cancellation process to remind customers of features they may have been unaware of, reducing the cancellation rate by 7%
- Maintained up-to-date knowledge of inventory, and quickly and accurately directed members toward online options when they could not find what they need in-store
- Arranged displays 3 times per week, maintaining a fresh storefront with added merchandise displayed first