

ALEXANDER DAVIS

OBJECTIVE Highly ambitious with background in sales, marketing and advertising. Expertise in market analysis, forecasting and client needs assessments. Extensive service industry knowledge, with a passion that matches it.
Dynamic and motivated with a willingness to learn that exceeds expectations.

SKILLS & ABILITIES

- Self Motivated
- Extensive Hospitality Management Knowledge
- Multicultural Awareness
- Quick Learner
- Flexible
- Team Liaison
- Strong Verbal Communicator
- Dependable and Honest

EXPERIENCE

CNKDM INC./CONTRACT DRIVER FOR LUGGAGE RETURN

November 2016- February 2017

- Delivered multiple luggage returns covering Southern California region
- Communicated ETA with several customers efficiently
- Maintained the safety of the vehicle along with the luggage and contents
- Exceptional time management skills
- Great skills in city, intercity and interstate navigation
- Special talent for charting out best possible routes in order to save time and fuel

CHUYS RESTAURANT/LEAD BARTENDER/KNOXVILLE, TN

May 2012 – November 2016

- Worked directly with employees, customers and liquor representatives to achieve monthly financial goals.
- Contributed to store that brings in over \$5 million annually.
- Helped contribute to project monthly costs and profits.
- Maintained documents that provided TABC with proof of legal documents.
- Built client relationships across the board with consumer and company representatives.

- Focused on hospitality services with an emphasis on guest retention.

MARKETING WERKS/MARKETING DIRECTOR/CHICAGO, IL

August 2012 – April 2014

- Implemented marketing strategies for the University of Tennessee football and basketball teams
- Developed relationships with members of the SEC fanbase, resulting in substantial growth for clients such as Verizon and Samsung.
- Responsible for managing a select team of individuals that demonstrated their skills in a fast paced marketing environment.
- Began as marketing assistant, promoted after several months due to leadership skills

MARKETING WERKS/MARKETING ASSISTANT/CHICAGO, IL

June 2012 – August 2012

- Assisted in projecting numbers for clients such as Verizon and Samsung
- Helped contribute to a team that focused on marketing events in the University of Tennessee campus
- Demonstrated a dependable and loyal attitude which helped provide growth within company.

UNIVERSAL MUSIC GROUP/MARKETING INTERN/LOS ANGELES, CA

December 2011- May 2012

- Worked under executives at one of the largest record labels in the world
- Learned different marketing techniques for a variety of territories
- Helped implement marketing strategies across the country, with influences on the international offices
- Developed relationships with an assortment of executives, producers, lawyers and entertainment industry professionals

PIZZA HUT CO./TRAINER-MARKETING ASSISTANT-QUALITY CONTROL SUPERVISOR-LEAD COOK-HEAD CSR/REDLANDS, CA

October 2008 – May 2012

- Held a variety of titles for pizza hut, the number one store in our region
- Trained numerous new employees on several different platforms, resulting in a stable store upon leaving the location.
- Developed relationships with local charities through fundraising and business meetings.
- Received several promotions throughout the four years working

for the company; development was gained through each one.

EDUCATION

PELLISSIPPI STATE COMMUNITY COLLEGE TN

- Organizational Leadership with an emphasis on Business Marketing (in progress)

REFERENCES

LONI EMMERT/SENIOR MANAGER/UNIVERSAL MUSIC GROUP

21301 Burbank Blvd, Woodland Hills, CA 91367

951-743-1048

STEVE TRIPLETT/ASSISTANT GENERAL MANAGER/

CHUYS TEX-MEX RESTAURANT

9235 Kingston Pike, Knoxville, TN 37922

865-805-1266

LUTHER HAUG/SALES REPRESENTATIVE/ CELLULAR SALES

9040 Executive Park Drive, Knoxville, TN 37931

912-507-9187

ELLIOTT DUNCAN/SALES REPRESENTATIVE/ CELLULAR SALES

2033 Merle LN, Knoxville, TN 37931

909-831-1958