

# Amanda M.

## Untapped Potential Candidate

Canton / CT

860-977-9408 / fellowship@upotential.org



### PROFILE

Product Line Management and overall operational delivery demonstrating continuous progression of expansive responsibilities to include contract negotiation and vendor management. Entrepreneurial mindset, a self-starter with broad skills across business roles for consumer manufacturing.

### KEY SKILLS AND COMPETENCIES

- Take charge personality
- Planning and Organization: Product launch, procurement management.
- Communication: Board Leadership and Contract negotiation.
- Tech Savvy

### PROFESSIONAL EXPERIENCE

**Sapphire Multinational Group, Inc.,** *Business Development Manager* (2015-present)

*Manufacturer supplying (flashlights & electronics) to the retail & ecommerce industry under the brands Duracell and Garrity. Websites include [www.garritylites.com](http://www.garritylites.com) and [www.buyborngoal.com](http://www.buyborngoal.com).*

Developed and maintained commerce website for the company. Provided market research, identifying opportunities for e-commerce offerings. Launched product items within new markets. Managed internal and retail compliance to national standards of industry. License management for product SKU's in 3 product lines: facilitated testing, audits, technical reviews and item submission for approvals with brand owner.

**ICC Innovative Concepts Corporation,** *Business Development Manager* (2010-2014)

*Manufacturer provided hand tools and small power tools, flashlights, electronics, etc. to the retail industry under the brands Duracell, Garrity, Durapro and Megabrite.*

Significant contributor of company growth. Created technical review documents for items under brand license, worked with world renowned 3rd party testing facilities to meet standards. Managed contract manufacturers. Negotiated contracts including lead times, order minimums and price reductions on quantities. Placed purchase orders and provided follow-up.

**ICC Innovative Concepts Corporation,** *Account Manager* (2005-2010)

Managed in-house accounts, assisted with license management. Purchase order management and letter of credit documents and payments for product contracts with large US and Worldwide retailers.

## **COMMUNITY EXPERIENCE**

### **Canton Youth Soccer Association**

Vice President (2016- present) - Leadership role of active board. Managed and oversaw the soccer programs offered through the association. Organized soccer assessments for travel players.

Registrar (2014- present) - Created and managed on-line registration programs for youth soccer association. Served on the board with other members, working together to host fall and spring soccer leagues. Corresponded with parents in the town who had questions about registration or soccer programs offered.

## **EDUCATION AND CERTIFICATION**

*Bachelor of Arts* - Agnes Scott College - Decatur, GA.

## **INTERESTS**

Skiing, Hiking, and Reading