

Brandon Smith

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EDUCATION

TEXAS A&M UNIVERSITY

College Station, TX

B.S. Agricultural Systems Management, Minor in Business,

August 2018

- Event leader The Big Event (local, annual service event)
- Active member in Ducks Unlimited (environmental & wildlife protection organization)
- Worked on a team researching industry leading solar energy production and storage in Texas

KATHOLIEKE UNIVERSITEIT

Leuven, Belgium

Environmental Sciences and Hydrology

July – August 2018

- Studied in uniquely European classrooms
- Hands-on development through dozens of on-site visits
- European travel to learn the value and complexity of different European cultures

BLINN COLLEGE

College Station, TX

Engineering and Mathematics

August 2013 - August 2015

- Furthered education by becoming proficient at problem solving
- Worked in and lead team environments to design and implement solutions for the problems at hand

MCLENNAN COMMUNITY COLLEGE

Waco, TX

Mathematics and Writing

August 2012 – May 2013

- Took English 1 and 2 dual credit courses during my senior year of high school
- Took Algebra and Trigonometry dual credit course during my senior year of high school

WORK EXPERIENCE

OUTDOOR EDGE CUTLERY CORP.

Denver, CO

National Hardware Sales Manager

August 2019 – Present

- Manage over 5,000 dealer accounts and over 25 key accounts including distributors, co-ops, and suppliers in the United States worth in excess of \$1,000,000 in sales
- Accelerate growth of the hardware, automotive, paint, and industrial supply segments of the business by opening new accounts and increasing year over year sales
- Partner with accounts to research and create promotional materials and specials to help increase brand recognition and annual sales

OUTDOOR EDGE CUTLERY CORP.

Denver, CO

Western Sales Representative

December 2018 – August 2019

- Managed over 1,000 accounts in the western United States worth in excess of \$500,000 in sales
- Provided exceptional customer service to existing customers while opening more than 15 new accounts.

POWER HOME REMODELING

Centennial, CO

Retail/Outbound Marketing Representative

August 2018 – December 2018

- Executed successful introductory marketing resulting in over \$175,000 in sales through retail/outbound marketing
- Educated potential customers on product benefits and set up no cost in-home estimates
- Facilitated events including set up and break down of display stands, sales and marketing of products in Denver

THE BEAR MOUNTAIN OUTDOOR*Assistant Manager/Assistant Buyer***College Station, TX***November 2016 – May 2018*

- Opened accounts with 50+ brands, which includes assisting in: credit applications, building opening orders in excess of \$50,000, maintaining B2B relations with sales representatives, and ensuring all orders arrive correctly
- Assisted in creating and placing orders to help maintain a fully stocked outdoor retail store with inventory worth in excess of \$650,000
- Lead a team of 10+ employees by creating a profitable and enjoyable work place
- Managed scheduling for 10+ employees while working around unique availabilities to maintain a fully staffed store at all times
- Recruited, interviewed, hired, and trained new employees in the outdoor retail industry
- Managed all cash drawers by regularly making bank deposits in excess of \$2,000
- Maintained B2B contact with 50+ brands in order to schedule clinics and maintain technical knowledge for myself and all staff
- Responsible for resolving any customer problems and discrepancies in order to meet and surpass customers' needs and expectations

THE BEAR MOUNTAIN*Key Holder/Sales Associate***College Station, TX***April 2014 – November 2016*

- Responsible for opening and closing register counts in excess of \$2,000 cash daily
- Ensured safety of the property including more than \$650,000 worth of inventory by activating/deactivating security alarm and locking/unlocking store on a daily basis
- Consistently arrived 15-30 minutes early in order to prepare the store for opening
- Maintained a detailed, technical knowledge of more than 9,000 outdoor retail products in order to guide customers to the product that best meets their needs
- Merchandised all inventory to create an esthetically pleasing and stimulating retail environment

CAPSTONE MECHANICAL*General Laborer***Waco, TX***May 2013 – August 2013*

- Installed heating, ventilation, and air-conditioning HVAC systems with a small team of laborers
- Read and reengineered HVAC blueprints in order to fit real world building architecture.
- Aided in the construction of the HVAC systems for the Baylor Scott & White Cancer Center, and McLain Stadium

SPECIALTY RESTORATION OF TEXAS*General Laborer***Waco, TX***May 2012 – August 2012*

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PERSONAL

- Interests: Environmental Sustainability, Mountaineering, Musical Instruments, Fly Fishing
- Skills: Leadership, Customer Service, Sales, Communication, Teamwork