

MEGAN DORF

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Summary

Dedicated employee known for punctuality, pursuing employment options where good customer service and positive attitude will make a difference.

Flexible hard worker ready to learn and contribute to team success.

Outgoing and reliable Brand Ambassador with 12 years of experience in sales and marketing. Trusted to positively represent brand by being well-versed and knowledgeable in all products. Consistently communicates and engages customers about products and current promotions.

Highly-motivated employee with desire to take on new challenges. Strong work ethic, adaptability and exceptional interpersonal skills. Adept at working effectively unsupervised and quickly mastering new skills.

Skills

- Communication Skills
- Relationship Management
- Problem Solving
- Sales Documentation
- Attention to Detail
- Creative Thinking
- Product Research
- Problem-Solving
- Large Crowd Management
- Persuasive Selling

Experience

Promotional Brand Ambassador | FaceTime promotions - Winter Haven, United States | 03/2023 - Current

- Bolstered brand awareness by creating and executing marketing campaigns utilizing trade shows, round-tables and webinars.
- Rebranded overall image through new design development and marketing techniques.
- Reinforced branding initiatives by coordinating presentations and creating marketing campaigns to maximize outreach.
- Conversed with customers to share information about products and services.
- Introduced sales, promotions and other brand initiatives to gain customer loyalty.

Teacher | AKEYLYNS CHRISTIAN ACADEMY - Winter Haven, United States | 08/2017 - Current

- Built and strengthened positive relationships with students, parents and teaching staff.
- Prepared and maintained classroom environments appropriate for student learning and physical, social and emotional development.
- Managed student behavior in classroom by establishing and enforcing rules and procedures.
- Prepared and presented lesson plans in academic subjects using traditional and modern teaching techniques.

Fresh Manager | Sam's Club - Lakeland, FL | 10/2010 - 11/2020

- Hired and trained 20 team members to carry out department tasks.
- Remained calm and professional in stressful circumstances and effectively diffused tense situations.
- Completed thorough opening, closing and shift change functions to maintain operational standards each day.
- Resolved customer inquiries and complaints requiring management-level escalation.
- Delegated work to staff, setting priorities and goals.
- Provided leadership, insight and mentoring to newly hired employees to supply knowledge of various company programs.

- Recruited and trained new employees to meet job requirements.
- Kept inventory purchases in line with demand to minimize loss.
- Performed cycle counts and monthly inventory audits.

Bartender/Shot Girl | Cloud 9 lounge - Hollywood, FL | 01/2010 - 07/2014

- Cleaned and organized spaces to maintain neat promotional spaces.
- Maintained professionalism and efficiency while working closely with leadership.
- Increased sales by encouraging customers to purchase additional products and services.
- Set up presentation stations, managed inventory and broke down displays at end of demonstrations.

Bartender / Server | Dino Pete's night club - Hollywood, FL | 10/2006 - 05/2010

- Provided exceptional service to high volume of daily customers.
- Operated POS terminals to input orders, split bills and calculate totals.
- Displayed enthusiasm and knowledge about restaurant's menu and products.
- Greeted customers, answered questions and recommended specials to increase profits.
- Checked with customers to determine satisfaction with meals, promptly taking action to correct problems.

Bartender | Shelby's Bar - Hollywood, FL | 10/2006 - 05/2010

- Operated cash register and Point of Sale (POS) system for transactions and made proper change for cash transactions.
- Mixed and served both alcoholic and non-alcoholic drinks for patrons by following standard recipes and procedures.
- Checked identification of guests to verify age requirements for alcohol purchase.
- Prepared cocktails from bar recipes and served wine, draft and bottled beer.
- Maintained knowledge of bar and menu options to prepare drinks and make food recommendations.

Education and Training

William T. McFatter Technical College | Fort Lauderdale, FL | 2009

Associate of Arts: Business Administration And Management

Cooper City High School | Cooper City, FL | 05/2002

High School Diploma