

Jonathan Willax

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Objective

My goal is to be part of a company in which I can apply my experience in team leadership, one-on-one customer sales and marketing, publishing, and investment management.

I have been examining the organizational structure of companies I admire and have selected potential employers with whom I could put my unique talents and fourteen years of work experience to best use for them and me.

Ultimately, I want to secure a leadership position in one of the following fields: human resource management (employee training and development); branch/store/team management; sales and marketing; or banking/investment/finance.

Qualifications

- Fourteen years on-the-job experience in customer sales and human relations in restaurants and retail outlets, leading to a continuous string of promotions. (See Experience)
- Ability to manage time, individual projects, and stressful situations. These talents were acquired while working my way through college.
- Capacity for wise control and management of monetary assets. These abilities were learned in the cash-based service industry and via my personal portfolio management. With a full-time job and personal money management skills I was able to acquire a college BS degree with no resulting debt.
- Facility for computer utilization, especially in the areas of Microsoft Office programs and sound and video recording and editing.
- Creative content development skills as the proprietor of Adobe Creative Services.
- Co-author of the book LotzaLists for Your CrossOver from Campus to Career.
>Download it as a free eBook at www.BrainFoodToGo.com/Jon/Book
- Competence in Internet navigation and web development acquired as a content manager for Brass Tacks Publishing Inc. and the web portal *BrainFoodToGo.com*.

Special abilities

- Currently acquiring intermediate Spanish language skills
- Music composition, production, and performance.
- Investing money in publicly traded companies and tracking and analyzing their progress.

Experience

Chili's Restaurant *April 2000 - present*

Positions held

Busser & Server
Trainer of bussers, servers, and bartenders
Bartender/Supervisor
Shift Manager

Responsibilities

Manage, secure, and balance cash daily
Train new employees on menu and computer system
Update staff on new menu items, drinks, operational procedures, and marketing promotions
Develop in-store contests, motivate staff to up-sell products, and orient personnel to store operations and product knowledge
Perform weekly and end of month inventories

Accomplishments and awards

Promotions from entry level server to busser, server, trainer, shift manager and bar supervisor
Recipient of numerous "employee of the month" awards

Brass Tacks Publishing (Print & eBook Publishing) *Sept. 2008- present*

Intern/Project Manager; Content Manager

Babbage's (electronics store) *May 1999 - April 2001*

Assistant store manager (mall location)

Tops Supermarkets *June 1996 – October 1998*

Deli Sales Associate

Education

State University College at Buffalo, Buffalo, NY *September 2006 – May 2010*

Bachelor of Science degree in Business Administration with concentrations in Human Resources, Marketing, and Management.

Erie Community College, Williamsville, NY *September 2002 – May 2006*

Associates Degree in Science and Liberal Arts

Personal Interests

Sports - I have organized and participated in numerous soccer, roller hockey, and softball teams. I play golf and tennis often, and snowboard in the winter.

Travel – Extensive travel throughout the United States.