The Stories You Tell

Your resume might get you the interview, but the stories you tell will get you the job.
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Job Search Process

- Message
- Outreach
  - Attitude
- Interviewing
No Pixie Dust Here
What kind of a Chocolate Bunny are you?
Is there a Doctor in the house?
Ask questions
Discussion Guide

KEY ACCOMPLISHMENTS

- **Sales**: In 2018, achieved **120% of annual quota**, representing about **$12,000,000** in sales, by creatively developing a framework to demonstrate ROI to clients.

- **Accounting**: Increased cash flow 5% by instituting a proactive calling program to overdue clients resulting in **$1.2MM in incremental collections** versus prior year.

- **Operations**: Reduced time of Order-to-Shipment by 2 days (a 20% improvement) through a comprehensive process flow analysis. These timesavings resulted in **$300,000 in productivity gains**.

- **Marketing**: Led foundational customer segmentation project. This initiative identified three key segments that were most likely to try a new product the brand launched. First year trial of the product was **33% higher than budgeted projections**, worth an additional **$750,000** of sales.

- **Admin**: Negotiated annual Sales Kick-off meeting contract with new venue. **Reduced cost per attendee by $47**, a **$13,000 savings** compared to the prior supplier.
S.T.A.R.
Quiver of Stories
Remix
EXAMPLES