

# JESUS E. INFANTE

MEMPHIS,  
TENNESSEE

901-468-8026

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## SUMMARY

Performance-driven and dynamic management specialist with seven years of a dedicated background in sales and business management. My experience includes leadership development, training systems and implementation, team member recruiting and retention, budget writing, and P&L analysis. I am seeking an opportunity to further my career growth, while utilizing my dedicated work ethic and exercising my expectational leadership, and critical thinking skills.

## EXPERIENCE

### EDUCATION

Mississippi College,  
Southaven, MS.  
Associates in General  
Psychology 2019

### INTERESTS

St. Jude Partner  
Small Business  
Volunteer  
Community Events

### SKILLS

Project Management  
Budget Planning  
Bilingual (Spanish)  
Conflict Resolution  
Store Operations  
Social Media Marketing  
Microsoft 365  
Recruiting Talent

Production Assistant - Wiseacre Brewing Company

February 2023 – January 2024

Managed a cross-functional team, oversaw product development from inception to completion, also increased productivity which led to a 12% growth in sales. Managed relationships with 30+ distributors and vendors, expediting all shipping resolutions, and implemented operational process improvements to increase efficiency.

Bilingual Sales Representative - Palazola Produce Company

May 2022 - December 2022

Developed and maintained over 80 professional connections with multiple restaurant owners, general managers, and chefs across the Memphis area while engaging with prospective clients by means of on-site visits or cold calling on a weekly basis. Managed a portfolio of 120+ products and services while mentoring the sales team to achieve daily goals through strategic planning.

General Sales Manager - The Sherwin-Williams Company

August 2016 - April 2022

Throughout my 6-year tenure at Sherwin-Williams I managed three separate locations in the Memphis area with the support of full-time employees, sales representatives, and outside vendors. Daily operations consisted of handling all expenses, managing budgets, strategic planning, forecasting business, processing payroll, and protecting company assets. Efficiently engaging with new and existing customers, generating a positive work environment for employees while consistently coaching and educating on new products and policies.

Vehicle Mechanic - Mississippi Army National Guard

May 2015 - May 2022

Lead classes of 30-60 soldiers at a time during weekend drill dates while also learning new methods of being a successful leader. Developed a sense of leadership, earning an Army Achievement Medal for meritorious service.

# Jesus Eduardo Infante

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## REFERENCES

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Amanda Thompson – Chief Operating Officer – Wiseacre Brewing

PH: 901-569-4561 Email: [Amanda@wiseacrebrew.com](mailto:Amanda@wiseacrebrew.com)

Claudia Cole – Sales Manager – Palazola Produce Co.

PH: 901-265-9528 Email: [Claudia.Cole@mpalazola.com](mailto:Claudia.Cole@mpalazola.com)

Bryan Boyels – Memphis District Manager – Sherwin Williams Co.

PH: 901-508-6465 Email: [Bryan.T.Boles@sherwin.com](mailto:Bryan.T.Boles@sherwin.com)

Christopher Hoop – Sergeant First Class – Army National Guard

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