**Michael Blackburn**

610-864-4952 | Michael.Blackburn11@gmail.com

**Work Experience:**

**Finney’s Crafthouse & Kitchen,** Santa Barbara, CA 3/18 - Present

Bar Manager

* Control all orders of liquor, beer and supplies
* Decreased liquor cost from 28% to 18%. Maintained the liquor cost below 18%
* Developed cocktails for the company wide craft cocktail program as well as the training program while training all new bartenders and managers at the opening of new stores
* Several shifts a week managing the floor while keeping labor numbers at a minimum
* Finalist in the 2019 Santa Barbara Cocktail of the year competition
* Knowledge of RSI accounting system

**San Ysidro Ranch,** Montecito, CA 10/17 - 3/19

*Bartender at Plow & Angel and Stonehouse*

* Provided fine dining experience to an elite clientele at San Ysidro Ranch, voted “#1 Resort in America” by Forbes Traveler and Stonehouse was voted “top 50 restaurant”
* Provided respect and discretion to the high profile guests
* Expanded knowledge of their extensive wine and spirits list

**Duo Catering & Events,** Santa Barbara, CA 08/15 - 10/18

*Bar Manager*

* Managed all orders of liquor and supplies for catering events
* Responsible for the setup and breakdown of pop-up bars on location
* Coordinated and supervised a teamof bar/servers staff during events
* Worked with clients to create specialty cocktails for their event

**Sandbar Cocina Y Tequila,** Santa Barbara, CA 04/16 - 10/17

*Bartender*

* Comprehensive knowledge of wine, beer, champagne, distilled spirits, mixers and garnishes
* Kept server drink ticket times at 5 minutes or less while serving bar top and cantina patrons
* Learned the 3 tier system

**ClearPathGPS,** Santa Barbara, CA 8/15 – 7/16

*Sales Development Representative*

* Closed a deal on the first system quicker than any other person in company history, 9 days
* Discovered new leads through internet research and social media monitoring/commenting and entering them into a Salesforce.com CRM system
* Sent targeted communications to prospective customers
* Provided high level solution overview presentations online to qualified prospective clients
* Scheduled meetings and performed software demonstrations to prospective clients
* Closed and managed customer accounts
* Average 75+ calls a day

**Diamond Edge Communications, *Temple University*** Philadelphia, PA 09/11 – 12/11

*Graphic Designer and Account Executive*

* Worked on the employment advertising campaign for the U.S. Department of State, Office of Recruitment, Examination, and Employment

**Education:**

**Temple University***,* Philadelphia, PA 05/12

Bachelor of Art degree in Advertising

**Computer Skills:**

Salesforce.com, PowerPoint, Microsoft Word, Microsoft Excel, Flash, Premier, PhotoShop, Illustrator