

# Kenneth Baur

## Vancouver, WA

Inside Sales

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### EXPERIENCE

#### **Country Malt Group**

June 2019-Present

#### **East Territory Manager-Inside Sales**

Handle East coast Brewcraft accounts in 16 states, a \$2 million dollar territory, and work with owners on needs of their business as well as driving sales in these states. Utilize PowerBI to see trends as well as purchasing histories year over year. Search our database in Dynamics GP to review past invoices as well as see the landed costs of items to get a better understanding of our catalogs products. Work closely with store owners to get them the best price on items as well as keep a clear line of communication with my customers. Review with my other sales team members on their retrospective territory to brainstorm ideas on how to grow our markets. Report weekly to Division Sales Manager what my top items, states, stores are and my interaction with these categories. Attend homebrew conventions to talk to end users and discuss how the market is evolving. Work with procurement and logistics on moving product between warehouses as well as bringing on new hardware and working with our vendors.

#### **Rock Art Brewery, LLC.**

October 2017 - May 2019

#### **Brewers Assistant**

Oversee all areas of cellaring, from tank cleaning/sanitization and preparation to transferring beer and dry hopping. Having a keen eye to cleaning and ensuring that all equipment is clean and sanitized is extremely important while making sure that all parts are secure and ready for any movement of beer. Lead a small production team on packaging days, where I delegate tasks that need to be done for a canning day. Help set up and interface with our customers at various festivals around the state, ensuring our presence as a quality driven producer of craft beer. Assist in the creation of small batch, experimental beers, exploring flavors and concepts. Assisted in installing a Kronen Canned line and a Ferrum seamer. Operate Kronen line during run, ensuring operations are done smoothly and quickly. Clean machines after each run as well as sanitize it once a week

#### **South Burlington School District**

August 2016 - June 2017

#### **Sous Chef**

Assist in month to month menu creation. Work closely with multiple coordinators across various schools within the district. Collaborate with district supervisor on the creation of new dishes while adhering to government nutritional guidelines. Prepare and serve up to 400 students on a daily basis. Plan and run various specials during service. Lead a small crew daily and oversee the sales after each service.

#### **Shelburne Farms**

May 2016 - October 2016

#### **Prep Cook/Special Events Cook**

Maintain and oversee fresh produce and perishable goods, while keeping a mind to rotation. Prepare, process, large cuts, breaking them down into various specialty cuts for various services (Dinner, Special Events, etc.). Work alongside chefs to help create dishes for a nightly dinner service. Create multiple dishes for private events as well as cooking and serving previously prepared sides for multiple sized parties. Organize and run a 200+ community barbecue style dinner along with two other partners.

#### **Keurig Green Mountain**

April 2013 - February 2016

#### **Machine Operator/WLS Safety Leader**

Worked in a fast paced, quality centered production environment. Created product with a keen eye to quality to ensure perfect delivery each day. Participated in various leadership/professional communication courses. Work as an operator on various machines throughout the packaging process. Due to my flexibility, I was able to fill any role as needed and learned any process with ease. Help assist in Coffee Processing, where whole beans are ground and updated to the database to be later accessed by shipping/receiving and production. Involved in safety projects to help better the company. Engage in reading past incidents and look for positive changes, help to make PPE have a positive effect. Work closely with many departments to help assist in projects around the production floor. Lead meetings by gather data from many sources and present them in an orderly and timely manner.

#### **JP Morgan & Chase**

July 2012 - April 2013

#### **Data Specialist**

While meeting daily metrics, processed documents containing vital, private customer data. Ensured quality of other employees work and corrected any related error. Participated in town hall meetings by gathering related data, organizing presentation schedule and shared important company information to various shifts. Held to high quality metrics, was reviewed on a weekly basis, meet and exceeded expectation.

## **EDUCATION**

**Johnson State College**  
August 2008 - May  
2012

**Bachelor of Arts**  
Gen. Music Studies/Theory

## **SKILLS & CERTIFICATIONS**

- Knowledge of PowerBI, Dynamics GP
- Strong Manufacturing/Production knowledge
- Knowledge of Visual Studio, MS Office, MS Operating Systems
- Dale Carnegie Graduate
- Flexible and confident in fast paced environments.

## **INTERESTS & HOBBIES**

● Avid drummer, percussionist ● A high appreciation for books/reading ● Hiking, being outdoors ● Brewing