Peter R. Young

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**Senior Account Executive**

**Drive Territory Growth | Build Cohesive Teams | Exceed Sales Targets**

Persuasive self-starter with a passion for customer service, sales, employee development, and growth. Highly skilled in driving repeat business by establishing strong client relationships. Adept at generating profits by analyzing balance sheet and implementing strategies that deliver results. Effective communicator and collaborator applying solid product knowledge to engage customers in meaningful product dialogue. Known for leveraging competitive nature and proactive approach to excel in challenging conditions.

Areas of Expertise:

**Account Management | Consultative Sales | Team Leadership | Merchandising**

**Relationship Building | Client Support | Budget Management | Vendor Management**

**Professional Experience**

**SOUTHERN GLAZER’S WINE & SPIRITS OF AMERICA,** Seattle, WA 2012 – 2020

**Corporate Account Executive**, 2019 to 2020

**Key Account Manager, Fine Dining Team**, 2016 to 2019

Developed relationships with accounts to further product sales and merchandising goals. Aligned with supplier representatives to understand respective brands, sales goals and projections, and supported in securing additional market share through sales. Provided consistent communication to sales team and accounts. Assisted executive sales management with report preparation for supplier reviews and fiscal close.

Drove 50% YOY territory growth for 3 consecutive years.

Recognized consistently as top performer in the country with top 20 suppliers.

Cultivated and maintained account relationships in order to promote supplier brands and increase market share.

Collaborated with key accounts, improving distribution of product locally.

**District Manager**, 2013 to 2016

Led team of sales professionals in sales and merchandising efforts in accounts. Conducted weekly sales meetings and product presentations for sales team and clients. Established goals and implemented strategies to meet sales objectives. Managed and monitored sales team budget to foster relationships in key accounts and increase supplier market share.

Managed team of 9 sales consultants and 12 million dollar territory, growing sales by 25% over 3 years.

Supported professional growth of team, resulting in 7 employees earning promotions internally or with supplier partners.

Reduced returns by 20% through consistent communication and training.

**Sales Representative**, 2012 to 2013

Built and maintained relationships with new and existing customers, with primary focus on achieving established sales goals. Consulted with customers to identify and address specific business needs.

Recognized as consistent top performer, resulting in promotion to District Manager.

**HI LIFE,** Seattle, WA 2010 – 2012

**Assistant Manager**

Set weekly schedule for 30 employees to maintain proper service levels. Developed training and educational materials for new and current servers regarding seasonal menu changes. Managed opening and closing cash-handling procedures involving some accounting practices. Scheduled and created food / beverage menus for private dining room parties.

* Assisted with marketing promotional food night, increasing average cover count by 50%.
* Increased beverage sales 15% by creating educational packets for and conducted staff liquor, beer, and wine tastings.
* Selected, purchased, and maintained liquor, beer, and wine lists and inventory, reducing standing inventory dollars by 20% and improving profits by 15%.

**AVILA**, Seattle, WA 2009 – 2010

**General Manager**

Selected, purchased, and maintained wine, beer, and non-alcoholic beverage lists and inventory. Worked with multiple vendor accounts to manage wine, beer, and non-alcoholic beverage inventory. Hired front-of-the-house staff, set and enforced service standards, and scheduled service staff. Designed and implemented cash-handling procedures. Managed front-of-the-house staff during busy dinner service and worked with wine producers and distributors and back of-the-house staff to create and host wine dinners.

* Monitored customer satisfaction, ensuring execution of high customer service standards.
* Achieved below-budget labor costs while maintaining high levels of customer service
* Kept beer and wine inventory to 15% below allocated budget while maintaining all items available for purchase.
* Led food and beverage training meeting with staff, ensuring knowledge and familiarity with menu, resulting in tasting menu and wine-by-the-bottle sales increase every month.

**Additional Experience**

**PURPLE CAFÉ AND WINE BAR**, Seattle, WA

**Bartender & Server**

Oversaw and received wine inventory, conducted wine education of employees and customers, opened and closed bar, and managed money.

**ZEEKS PIZZA**, Seattle, WA

**General Manager & Shift Supervisor**

Managed restaurant of 50 employees. Coordinated delivery schedules for up to 20 delivery drivers to ensure timely delivery. Managed reservations for 6 Zeeks Pizza stores, including reservations for large parties. Communicated with individual store managers regarding execution and details of individual parties. Assisted with purchasing and receiving inventory and controlled food and labor costs.

**Education**

* **Bachelor of Science (BS)***,* Major: Micro & Cellular Biology; Minor: Spanish, University of Washington, Seattle, WA
* **Certificate in Culinary Arts**, Seattle Culinary Academy, Seattle Central Community College, Seattle, WA
* **Wine & Spirits Educational Trust (WSET) Level II Certification**
* **Certified Specialist of Spirits (CSS)**

**Computer Skills**

* Proficient in Microsoft Office for Mac and PC & Salesforce