

KIPPY NESSELBECK

SALES AND HOSPITALITY PROFESSIONAL

CONTACT

Vancouver, BC
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SIGNATURE ACHIEVEMENTS

- Awarded 4 International incentive trips to Australia, Italy, California and Mexico, due to meeting and exceeding sales targets
- Grew the rural Southern Alberta retail market, on my own initiative, resulting in acquiring 30 new accounts, 90 new points of distribution and \$18K additional gross revenue
- Successfully launched a new product line, and became top achiever by gaining the most points (50) of distribution in Alberta

PERSONAL SKILLS

- High level of energy, flexibility, determination, innovation and dedication
- Good natured, friendly personality with excellent interpersonal skills
- Numerous accomplishments and contributions to customer satisfaction, sales/revenue growth and performance
- Proficient, competent and knowledgeable in various business applications, including Word, Excel, PowerPoint and EZfocus
- Excellent communication, people management and conflict resolution skills
- Ability to adapt to tight deadlines, heavy workloads, and frequent changes in priorities

ABOUT

Sales and Hospitality Professional with years of progressive experience and accountability for Customer Service, Operations, Business Development, Sales and Marketing, and Performance

WORK EXPERIENCE

ACCOUNT MANAGER

Renaissance Wine Merchants | Vancouver, BC | Nov 2019 - Mar 2021 (Contract)

- Sell to and service approx. 100 Retail accounts in the Tri-Cities and Fraser Valley
- New business prospecting and developing
- Achieved 91% of regular targets and 153% of premium targets in the Company's most recent quarter

SALES AND RESERVATION AGENT

V2V Vacations | Vancouver, BC | Jul 2019 – Oct 2019 (Seasonal)

- Sell Ferry cruises and third party add-on tours to general public
- Assist with passenger check in, boarding, and disembarkation
- Assist with lines on yacht arrival and departures

SALES REPRESENTATIVE

Lanigan & Edwards Wine Merchants | Calgary, AB | May 2017 – Apr 2019

- Sell to and service 200 Retail and On-Premise accounts in Southern AB
- Plan and execute internal and external wine events
- New business prospecting and development
- Increased Bordeaux sales by 20% from 2017 to 2018

DISTRICT MANAGER

Summit Fine Wines | Calgary, AB | Aug 2012 – Dec 2016

- Sell to and service 120 accounts including Key Retail Chains, Hotels and Restaurants
- Plan and execute internal and external wine events
- Train new hires joined from a merger company
- Consistently met objectives resulting in gross sales revenue of approximately \$70K per month

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CERTIFICATES

- Serving It Right BC
- Pleasure Craft Operator Card, BoatSmart Canada

EDUCATION

DIPLOMA OF HOSPITALITY ADMINISTRATION

- British Columbia Institute of Technology
 - Graduating Class Valedictorian

DIPLOMA OF HUMAN RESOURCES MANAGEMENT

- University of Calgary

WORK EXPERIENCE

SALES REPRESENTATIVE

The Bacchus Group | Calgary, AB | Oct 2011 – Jul 2012 (Contract)

- Sell to and service 100+ Retain and On-Premise accounts in Calgary and surrounding area
- Execute Internal and Supplier events
- Consistently met Key Performance Indicators

ON PREMISE SALES MANAGER

The Mark Anthony Group | Calgary, AB | Nov 2007 – Oct 2011

- Sell to and service 100 accounts in Calgary and Bow Valley
- Train, mentor, develop and coach 4 Territory Managers
- Successfully planned and executed inaugural Premium Portfolio Tasting for 24 customers, resulting in \$72K in extra gross revenue
- Restructured 3 master routes in AB, resulting in 15% increase in customer base and coverage

TERRITORY MANAGER

The Mark Anthony Group | Calgary, AB | Feb 2005 – Nov 2007

- Sell to and service 120 Fine Dining Restaurants, Hotels and Wine Boutiques
- Manage sales, promotions, merchandising, events and key account relationships
- Negotiated 6 month consecutive wine feature, with a prominent Calgary restaurant chain, which generated new gross revenue of \$100K
- Recognized as Top Producer for securing highest number of new distribution points on a single product line, resulting in a 30% increase in business