

Justice Head

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Experience

Station Manager and Head Grower / Bonnie Plants

NOVEMBER 2019 - RAINIER, WA

- Orchestrated the creation of a premium product, and transplanted 116% more flats than originally scheduled - an increase of more than 50,000 flats - all while exceeding the projected regional sales goal of \$1.88 million.
- Oversaw all aspects of inventory management, including collaborating with multiple regional merchants, handling logistical aspects of shipping and aligned trucking transportation, and developing sales plans.
- Oversaw and performed daily care on flowers, including watering, climate control, morning and evening DIF temperature checks, chemical sprays, and monitoring weekly ec/ph levels, along with implementing actions to ensure these levels remain appropriate.
- Trained more than 25 employees in best practices for transplanting flowers, operating forklift, and applying chemicals to product.
- Collaborated with station managers in my region to better learn their needs and equipped myself to handle their needs and requests in a timely fashion.
- Reassessed and reconfigured logistics of growing space to ensure optimum product viability and optimal use of space.
- Supervised a production crew daily to ensure that various transplanting schedules were fulfilled in an efficient and effective manner.
- Performed and recorded experiments using different brands and rates of both PGR and fertilizers in an effort to provide the highest quality product for customers and to develop product knowledge.

Sales Associate / Bonnie Plants

FEBRUARY 2016 - NOVEMBER 2019, CASTLE ROCK, WA

- Increased sales by 20% from \$467k to \$548k in 2018.
- Grew territory by 11.02% from \$469k to \$521k in 2016.
- Culminated 43% percent of 2016 increase through OSS.
- Oversaw and performed appropriate routine maintenance while utilizing product knowledge, marketing and personal relationships to drive consistent sales.

- Developed beneficial, personal relationships with store managers, division and regional managers and coordinated events and sales plans to further drive sales.

Distribution Coordinator and Grower / Bonnie Plants

FEBRUARY 2010 - FEBRUARY 2016, CASTLE ROCK, WA

- Oversaw maintenance and logistics of the growing space for optimum growth, quality and placement, while planning and directing daily product shipments on 11 trucks servicing multiple offloading stations.
- Orchestrated modernization implementations to station's transplant process, resulting in higher workforce efficiency, healthier plants and greater plant longevity at stores, including overseeing the design and construction of seed germination chamber.
- Trained and supervised 30 employees to meet weekly production schedules, while tracking inventory daily using Conductor software.
- Increased specialized product knowledge through daily maintenance of seedlings throughout their full life cycle.
- Completed the WSDA Private Contractor Spraying and Weed Control programs, and performed and recorded weekly herbicide, fungicide, pesticide and growth stimulant sprays.
- Attended WalMart, Fred Meyer, Home Depot and other regional merchant meetings, familiarizing myself with the expectations of each buyer and how to meet or exceed these.

Education

University of Alabama / Bachelor of Arts in Communication & Informational Sciences

MAY 2008, TUSCALOOSA, AL

Outreach Programs and Affiliations

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- Prepare meals weekly and assist in any other needs at Women's Space and assorted other regional Women's shelters (2012-current)
 - Coordinated events and assisted in dog care at Greenhill Humane Society in Eugene, OR (2017-2019)
 - Assisted in planning and executing events for various locations of the Ronald McDonald House, including assisting with the Holiday Toy Drive, Helping Hands, House Pantry, and assisting at the front desk (2015-current)
 - Organized educational weekend classes at 14 community gardens in WA and 12 in OR, using Bonnie plants and local volunteers (2012-2016)
 - Contributed plants and education to Youth Gardening, American Horticulture Association at local high schools (2012-2018)