

DANA LEAVY-DETRICK

New York, NY / Open to Relocation | P: (123) 456-7890 | E: hello@cannacareerpartners.com

- Over 20 years of combined sales and customer service experience in the food, beverage, and cannabis spaces.
- Builds strong customer relationships through high-quality service, product education, and matching appropriate solutions based on needs.
- Strong communication and interpersonal skills gained through sales, service, and hospitality background. Able to work effectively with diverse personalities and within high-pressure environments.
- Remains informed of evolving trends in cannabis through networking and professional development. Knowledgeable around various cannabis strains (indica, sativa, hybrids), effects, and extraction methods.

SKILLS

Sales & Business Development | Customer Service | Brand Visibility & Promotion | Relationship Building
Communication & Presentations | Product Education | Customer Needs Analysis | Training Staff

EXPERIENCE

- Brand Ambassador** | ABC EXTRACTS | New York, NY 2015 – Present
- Drives brand and product awareness for a licensed researcher and provider of premium, natural CBD supplements.
 - Builds relationships with professionals in the wellness and nutrition space to market hemp-derived products.
 - Offers multiple product lines (tinctures, extract gel gaps, topicals) with emphasis on recovery and pain relief.
 - Educates clients on dosage, ingredients, and formulation; recommends products based on need and strength.
 - Knowledgeable around processes for extracting and optimizing compounds for desired effectiveness.
- Server** | COMPANY CONFIDENTIAL | New York, NY 2003 – 2015
- Engaged with hundreds of customers daily at a fast-paced, high-end establishment in midtown Manhattan.
 - Consistently recognized as a top sales producer based on service quality and ability to excel under pressure.
 - Developed a comprehensive knowledge of wine varieties and pairings.
 - Generated upwards of \$5,000 per shift by building rapport with high-end clientele.
- Sales Associate** | COMPANY CONFIDENTIAL | New York, NY 2009 – 2013
- Previewed and marketed residential units to prospective renters throughout lower Manhattan.
 - Supported sales and marketing efforts through digital presentations and online advertising.
 - Worked with clients to match units based on needs and compile necessary paperwork for closing.
 - Educated clients on available inventory and trends in the New York City market.
- Server / Bartender** | COMPANY CONFIDENTIAL | New York, NY 2001 – 2003
- Waited on customers and provided historic tours of the New York City landmark.
 - Trained and onboarded new employees.

EDUCATION & TRAINING

Certificate Program, Fundamentals in Cannabis (In Progress) | GREEN FLOWER EDUCATION
AAS, Liberal Arts | HUNTER COLLEGE

AFFILIATIONS & MEMBERSHIPS

Volunteer: Cannabis & Hemp Association (2018 – Present)
Active Member: Cannabis Society | CannaClusive | CannaGather

Interests: Baking Edibles, Photography, Filmmaking, Music, Biking, History of New York City