

Nashville, TN  
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## Jovon Miller

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### EDUCATION

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**BS**, University of Tennessee, Knoxville, Tennessee - Education Health and Human Science;  
Minor in Business Administration

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### SUMMARY OF QUALIFICATIONS

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Background includes (1) **implementing** customer loyalty programs, (2) **working** with team members to **create** and **execute** short- and long-term strategic business **plans**, and (3) using **leadership** and **management** skills to provide excellent customer service. Capable of **leading** and **developing** internal and external **partnerships**, **following** company-specific **policies**, contributing to revenue **growth**, maintaining **high-quality** work, and **promoting** a positive image. Demonstrate excellent **communication** and interpersonal skills.

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### PROFESSIONAL EXPERIENCE

#### Most Relevant

#### West in Motion

Online, Remote

##### *Managing Partner/Marketing Director/Brand Specialist*

2014-2016

- Develop sales strategy to increase conversion rate to increase online sales, as well as Point of Sale transactions
- Buy and sell volume merchandise against competitive pricing and marketing through researching trends in fashion and media.
- Develop authentic conceptual branding content with creative marketing team for channel distribution
- Manage event day and online store operations and marketing.
- Create strategic partnerships through networking, while analyzing and developing mutually beneficial accounts and resources.

#### Sweetleaf Dispensary PDX

Portland, OR

##### *Assistant Manager/Budtender/ Customer Service Specialist*

2016-2018

- Maintaining working knowledge of recreational and medical cannabis industry products, policies, laws and compliance according to OMMP, OHA, and OLCC
- Meet with vendors to establish price points, product intake and marketing strategies to create efficient flow between vendors and PRF(Dispensary Owner)
- Maintain regulated inventory, cash ratios, weights, discounts, and sales stats by using biotrack POS Software.
- Recreational Marijuana Worker Permit Certified
- Maintain working knowledge of grow and extraction process and policies
- Sold over 100k of products and merchandise in first 6th employment month period
- Assist in managing facility through best health practice, sanitation and efficient documentation
- Communicating product strain and cannabis phenotype, terpene profile, cannabinoids, physical and mental effects, price points and product knowledge

#### Freelance Video/Music Producer

Remote

##### *Video Production/ Video Editing/ Video Production*

2018-Current

- Edited music video for digital distribution by managing graphics, sound, music mix, and color correction
- Reviewed and edited film by selecting the best combination of photography, performances, sequencing and sound timing to tell a story
- HD Studio Course Certified Experience using Green Screen, Infinity Wall, Light Board, Crew Processes

(Special Skills: Final Cut Pro 10 X Specialist, Adobe Premier Specialist, Music and Audio design)