



JH

JASON HARRIS

SALES AND LEASERSHIP | MERCER ISLAND, WA

OBJECTIVE

Self-motivated and results- driven sales and leadership professional seeking a growing company to utilize my 10+ years of sales experience to maximize profit, find new sources of revenue and positive ways of working. Focused on customer service and getting the best out of people.

UNIQUE TO JH

- Relatable, accountable, memorable & motivated
- Over 25 years in restaurant + hospitality + beverage industry
- The People Manager
- Self-starter in every position
- Loyal Cardinals fan in Seahawks Country

ADDITIONAL

Motivated by the yes, handle the no · Creative mind & highly organized · Adept in the 3 tier system · Strong computer skills in Word, Excel & PowerPoint.

EXPERIENCE

DIRECTOR OF NATIONAL & STRATEGIC ACCOUNTS

YOUNGS MARKET COMPANY, WA • 02/2012 – 06/2020

- Grew account base from managing \$2 million to \$60 million in revenue
- 5 consecutive years of positive sales growth and profit, 6%-16%
- New Business & Distribution at Alaska Airlines, Nordstrom, Joey Restaurants, Dukes Seafood, Cactus and Starbuck's
- Success from performance, relationships, follow-through and creativity

DIRECTOR OF OPERATIONS **MCLEOD GROUP, WA • 10/2010 –12/2011**

- Successfully conceptualized and operated Milagro Cantina, a sophisticated Mexican food restaurant
- Oversaw operations of second concept, Hectors, annual sales of \$4 million

DIRECTOR OF FOOD & BEV **HOTEL 1000, SEATTLE WA • 08/2009 - 10/2010**

- Responsible for all food and beverage aspects of BOKA (hotel restaurant), room service and banquets
- Served on Executive Committee, working directly with ownership
- Created and developed wine lists, beverage menus, and increased beverage sales by 26% YOY

OPERATING PARTNER **P.F. CHANG'S CHINA BISTRO • 01/2001 - 06/2009**

- Established company record of 13 consecutive months of positive revenue and profit
- National training manager; helped open 30+ restaurants

EDUCATION

● BACHELOR OF SCIENCE, BUISNESS MANAGEMENT, 1997

CSW & CSS: Certified Specialist of Wine & Spirits



JASONHAROLD9@HOTMAIL.COM



206.571.5419