



INTRODUCTION

Hello and thank you in advance for considering my application. As you can see, I do have a business of my own. I'm currently seeking to add another revenue stream in order to supplement my income. Over my 35 years in the business world, I've always operated my business while working and managing in other industries to gain knowledge and experience. My goal is attaining a profitable remote sales/account management position with a company that has a quality product/service, quality leads, and a flexible schedule...

CONTACT

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DIGITAL PORTFOLIO:
<https://lockdnlocally.wixsite.com/michael-mcdermott>

EMAIL:
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Dance	Music / Mixology
Technology	Comedy
Cooking	Movies
Festivals	Philosophy
Profiling	Networking
Marketing	Strategy
Chess	Business Development

MICHAEL MCDERMOTT

EDUCATION

Nativity Catholic School	Hollywood, FL
Chaminade Madonna College Prep	Hollywood, FL
Victoria College	Victoria, TX (Psychology)
Gene A Whiddon Vocational	Fort Lauderdale, FL (Accounting)

BUSINESS (OWNER – OPERATOR) 1989-2018

Relentless Productions	South Florida (Complete event production)
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BUSINESS (OWNER – OPERATOR) 2020-PRESENT

LockdnLocally	Nationwide (Business & Brand Development)
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WORK EXPERIENCE

Entertainment

❖ Rhythm City Productions	Hollywood, FL (Event Production)
❖ Clubs	refer to DIGITAL PORTFOLIO Please

Logistics & Call Center

❖ Errand Express	Lantana, FL (Courier Service – Driver, Dispatch)
❖ Motorola iDEN	Coral Springs, FL (Tier II Software Support Supervisor)
❖ American Express	Coral Springs, FL (Retention Supervisor)
❖ Uber	South Florida (5 Star Contractor)

Sales & Account Management

❖ MetroPCS	Miami, FL (Location Manager)
❖ IRT – First Data	Fort Lauderdale, FL (Sales)
❖ Encompass Parts	Ft Lauderdale, FL (CSR, Key Account Mgmt.)
❖ Pricester.com	Hollywood, FL (National Sales Manager)
❖ Sterling Time Company	Hollywood, FL (Sales, Account Mgmt.)
❖ Reliable Telecard	Miami, FL (Sales, Account Mgmt.)
❖ Weberts llc.	Hallandale, FL (Sales, Account Mgmt.)
❖ Media Baby	Coral Springs, FL (Sales, Account Mgmt.)
❖ Targeted Online Advertising	Deerfield Bch, FL (Acct Mgmt.)



INTRODUCTION CONTINUED

Listed are the titles I was hired under. At almost every company I was also tasked with many other duties for the knowledge I possessed. C-Suite level executives included me in many strategic meetings knowing that I too operated my own high end event production company. That allowed me to learn directly from CEO's, CFO's and owners of major corporations. I've worked with all types of clients, from your average Joe to the 1% in both the private and public sector. **Please review my digital portfolio. A resume is just an overview of positions held. My digital portfolio provides an in-depth view answering the questions asked in a first interview. Just as your qualifying me, I'm also qualifying positions I'm applying for to make a decision beneficial & prosperous for all parties involved. Have a great day.**

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WORK EXPERIENCE (CONTINUED)

Hospitality

❖ Café 66	Fort Lauderdale, FL (Assistant Bar Manager)
❖ Bru's Room	Fort Lauderdale, FL (Expeditor)
❖ Ugly Tuna Saloon	Fort Lauderdale, FL (Assistant Bar Manager)
❖ Gaby's	Pembroke Pines, FL (General Manager)
❖ Grande Pizza	Fort Lauderdale, FL (Marketing & Promotions)
❖ Bocas Best Pizza Bar	Boca Raton, FL (Driver, FOH, BOH)
❖ Oasis Cafe	Fort Lauderdale, FL (FOH, BOH)
❖ Adam's Awesome Subs	Fort Lauderdale, FL (Driver, Catering)
❖ The Burger Freak	Fort Lauderdale, FL (Driver, FOH, BOH)
❖ Roadhouse Grill	Boca Raton, FL (BOH)

SKILLSETS

- Cash Handling & Accounting
- Sales, Account Management
- Operations, Management
- Marketing & Lead Generation
- Recruitment, Human Resources
- Quality Assurance, Training & Development
- Purchasing, Inventory Management, Logistics, Shipping, Receiving
- Customer Service & Retention
- Web Development, Software, IT
- Nightclub – Management, Operations, Marketing, Entertainment
- Hospitality – Management, Operations (FOH & BOH), Marketing
- Event Production & Management