

Sharon Johnson

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Solutions oriented manager with an innate ability to observe, organize and initiate change management solutions in organizational environments. Goal oriented, driven to see goals through. Value and efficiency expert. Niche finder. Paper pusher. Sales expert. Market identifier. Social media.

EXPERIENCE

UPS, Inc., Greensboro, NC

Sorter

NOVEMBER 2019 - PRESENT

Responsible for handling packages for logistics company UPS. Manage to properly sort by category and route code to the appropriate 48 routes. Categorize packages for small sort, secondary sort handling for other regions, and oversize packages that would typically be more than 10 pounds. Keep daily sort rate minimums above average by sorting no less than 1100 packages per hour and over 24,000 packages per five day work week with fewer than 3 mis-sorts.

Opulent Selections Group, Inc., Los Angeles, CA — Owner/Contractor

JANUARY 2015 - MARCH 2019

Cannabis Cultivation Grower's Assistant

Clearlake, CA June 2015 - November 2015

Humboldt, CA April 2017 - November 2017

Shasta Lake, CA March 2018 - September 2018

Managed outdoor and greenhouse cultivation sites with over 200+ plants in care and in line with California Proposition 215 as well as California Proposition 64 in the Emerald Triangle of California. Maintained comprehensive care plans for grow season which included basic water pH and ppm for proprietary nutrient schedules. Lifted and carried 50+ pounds regularly. Monitored plant health and vigor, identified potential insect and bacterial/fungal diseases. Applied propagation techniques for seeding, cloning and transplanting. Accurately pruned according to garden requirements using FIM, Low Stress Training, and the Super Crop method and used trellis, tie, or canopy for continued growth support. Harvested plants, using tie lines for air drying in contained dry barns. Performed hand trimming of top shelf buds and machine trimming for low shelf buds as well as separating sugar-shake and biomass. Used appropriate timing for curing once harvested and trimmed. Packaged for distribution according to weights and labeling protocols.

Lead Cannabis Sales & Distribution

November 2016 - October 2018

California

Provided consultative cannabis product sales for independently owned

SKILLS

Administration

Organizational management

Client contact and service

Writing (Technical, Administrative, Scripts, and Composition)

e-Publishing

SEO, Annotations

Ability to Learn, Be Trained, work Collaboratively, work Independently, Teach, and more.

Organic Farming & Harvesting

Cannabis Plant, Industry, Legislation, Sales, Manufacturing, Packaging, Edibles, Product Development, Licensing, Distribution & Transport, Dispensing, Product Knowledge, Patient Education & Awareness, Niche Finder(CA, NV, CO, & FL) (minus CO2 extraction outside of chemical education background of the process)

EDUCATION & BACKGROUND

Nova Southeastern University

B.S. Business Management

Cannabis Delivery Services throughout Los Angeles County. Provided Medical Patient Caregiver consultative services for individual patients throughout Los Angeles & Alameda County. Consulted on product placement, pricing, and supply distribution timing for delivery retailers. Sourced cannabis products according to client requests for genetic cannabis flower strain type, visual look, terpene smell, and costs according to expectations set by client agreements. Assisted individual Medical Marijuana patients by providing caregiver services and aiding them in selecting appropriate cannabis medication per their individual diagnosis and comfort level to include: flower, concentrates, edibles, tinctures, creams/salves, and dosage scheduling. Worked with cultivators in the Northern California Emerald Triangle by providing distribution between Sacramento and Fresno, Fresno to Los Angeles. Helped large scale outdoor cannabis producers increase sales channels and contacts with Southern California and the fast distribution of bulk items including biomass; sugar-shake; and sungrown cannabis

Assistant Property Manager

December 2017 - March 2018
Los Angeles, CA

Worked for Cannabis-friendly vacation rental start-up. Responsible for creating unique cannabis guest experiences. Provided assistance with room decor and layout creating an environment for cannabis consumption and inclusion during vacation. Assisted visitors locating recreational use facilities and product knowledge and education. Offered client tours at check-in, morning cannabis-parlor 'wake and bake' sessions, and communal cannabis meal preparation. Developed weekly guest meal plans for community meals held on Friday, Saturday and Sunday's. These meals were prepared using my own handmade cannabis infusions, locally sourced organic produce, and sustainable seafood.

Infinite Golden Rose, Inc. Miami, FL — Owner/Consultant

Virtual Call Center Owner/Manager

April 2007 - January 2015
Coral Springs, FL

Provided virtual call center solutions in a B2B format with contracts between my firm and Fortune 500 companies. Created economic sufficiency for many stay-at-home moms choosing to work from home part time and full time. Completed necessary human resources documentations of identity, citizenship, taxes, and training. Completed all legal organization structure and formation; statement of work contract obligations, key performance metrics, and other data analysis systems that allow proper coaching and training of agents. Marketed the opportunity using social media networks. Created and managed a recruitment website that provided information, solutions, applications to contract, and training portals.

Vacation Property Manager

August 2013 - January 2015
Miami, FL

Served as a property solutions manager of private residences offered for temporary vacation housing in the South Florida areas of Hollywood, Aventura, Sunny Isles Beach and Miami Beach. Provided home owners with management packages outlining services offered to include booking management, advertisement and media photography, check-in/check-out procedures, and scheduled cleanings. Managed listings using cross-platform marketing and vacation rental websites that included AirBnB, VRBO, Craigslist, FlipKey, and HomeAway. Created descriptive text of each property, managed booking calendars, and maintained property inventory of supplies, furnishings, and amenities.

Master's studies in. Mental Health Counseling

Integrative Wellness Coaching Assoc.

Certified Integrative Wellness Coach

Broward College

A.A. Biology

Florida College of Natural Health

Florida Licensed Esthetician

Professional Fashion Model
1989-1996

Performance Ballet & Jazz
Dancer 1983-1989

Performance Pianist
1987-1990

Performance Vocalist
1989-1993

1st Chair Clarinetist for PG
County Orchestra 1992-1994

Girl Scout

LANGUAGES

English

Willing to Learn

Assisted with interior design and function, as well as the amenities and experiences for vacation guests. Contracted and trained cleaning professionals for timely housekeeping services at multiple properties as needed per guest booking schedule.

Agent of Change Coordinator/Consultant

July 2014 - September 2014
Miami, FL

Assisted the new owner of Miami Restaurant Supply innovative changes at the local distribution warehouse. Managed 30 years of paper file documentation that included over 400 client profiles, client purchase orders, as well as inventory management. Organized new signage and subcontracted a local artist to hand paint the new signage for the company with exterior exposure in the high traffic area. Assisted in identifying new markets of expansion, formulating new relationships with restaurateurs offering sales guidance and assistance based on door to door approaches adopted by the firm.

Publisher of manuals for Open Door Multi-Services Inc. Created, edited and published all training and employee staff manuals for operations of the company. Published and wrote health and healing manual for doctor of herbal medicine and alternative health.

Fritz' LawnCare Service, Pompano Beach, FL - Co-Owner

September 2002 - April 2007

Owner of lawn care and landscaping service company with over 110 accounts. Marketing responsibilities as well as growth. First service in the area to provide in advance billing and scheduled service menus. Assisted living community provider and partnership for affordable services to seniors. Partnered with small businesses and provided discounted services to owners and others who owned property. Provided both commercial and residential lawn care, irrigation control and repair, along with tree trimming and pruning, hurricane clean up, hurricane preparation, and garden installation of annuals, peri-annuals, vegetables, and backyard chickens, compost fertilizers, salad gardens, raised bed gardens, and fresh water fish pond maintenance.