**ADAM ALTWERGER**

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**OBJECTIVE:** To further my career by advancing in a position that will benefit from my leadership, interpersonal, and organizational skills, and which will provide the opportunity for significant growth and professional development.

**EDUCATION**

*University at Albany, State University of New York*,Albany, NY - Class of 2009

Major: BA in Rhetoric & Communications

Minor: Business

**EXPERIENCE**

**Steiner Sports, New Rochelle, N.Y. November 2010-Present**

***Account Executive***

* Complete 100+ outbound sales calls daily
* Develop and integrate new business opportunities
* Plan, construct and advertise promotions catered to current events and consumers demands

**Steiner Sports, New Rochelle, N.Y. May 2010-November 2010**

*Manager-Last Licks*

* Developed and employed original business concepts to heighten client interest and improve sales
* Supervised a staff of 7 to 10 employees, managed staff payroll
* Handled inventory of memorabilia and ordered additional collectibles
* Assisted customers with product inquiries and memorabilia sales
* Worked closely with staff at Main Office and presented ideas on promoting store and increasing revenue

**Madison Square Garden, New York, N.Y. July 2009-April 2010**

***Sales Representative-Season Subscriptions***

* Contacted prospective ticket subscribers to generate sales for Knicks, Rangers, and Liberty
* Generated in excess of $180,000 in ticket plan revenue for the New York Knicks & New York Rangers
* In connection with the New York Rangers Season Subscriber Fan Fest in 2009, served on the welcoming committee for season subscribers and assisted with various interactive events for ticket holders
* Made over 11,000 calls, which ranked second among current call center employees

**The Sports Authority, Albany, N.Y. September 2008-April 2009**

***Sales Associate***

* Assisted customers with merchandise and apparel
* Maintained cleanliness of my department
* Refined multitasking and organizational skills during peak hours and busy holiday season

**Hudson Valley Renegades, Goldklang Group, Wappingers Falls, N.Y. Summers 2007 & 2008**

***Director of Merchandise***

***Merchandise Store Manager***

* Managed a staff of approximately 20 part-time individuals; effectively resolved employee concerns and work conflicts; created employee work schedules
* Oversaw daily operation of the “Kid-Zone,” including set-up and break down of inflatable apparatus, supervising children, resolving problems and fan concerns
* Placed orders for team merchandise; determined and suggested ways to improve sales and store appearance
* Stocked, arranged, and displayed merchandise in the team store and kiosks; ordered additional merchandise

**Hudson Valley Renegades, Wappingers Falls, N.Y. Summer 2006**

***Assistant Store Manager***

* Resolved all customer concerns and implemented suggestions related to merchandise and the team merchandise store
* Coordinated various aspects of setting up the team store on a daily basis to meet fans’ requests
* Assisted customers upon checkout

**University at Albany, Albany, N.Y. August 2006 – May 2007**

***Residential Life Assistant***

* Accountable for the safety and well being of approximately 75 students
* Devised and implemented student activities to foster community and relationships
* Acted as a mediator to resolve student conflicts; mentored students in need of additional guidance

**SKILLS**

Microsoft Word, Excel, PowerPoint, Multi-Browser Knowledge