

Annette Davis
9725 East Axle Ave
Mesa, AZ 85212
AnnetteDavis@gmail.com
(318) 790-1337

EDUCATION

American Intercontinental University 2003-2005
Major: Masters Business Administration

Clark Atlanta University 1998-2002
Major: Bachelor of Arts in Mass Media Arts

EXPERIENCE

Shamrock Foods (Phoenix, AZ)

Enterprise Beverage Manager 2021-Present

- Directs and coordinates the activities of the Beverage Sales business across the Shamrock Enterprise.
- Communicates new business opportunities, growth plans and is accountable for achieving all strategic goals and objectives as directed
- Develops, implements, and manages mission critical sales plans that directly corresponds with Divisional growth strategies
- Provides one-on-one coaching and role development, regular performance evaluations to staff
- Develops and reports on Key Performance Indicators that provide Executive leadership with detailed information to better assess compare overall divisional strategies
- Participate in Marketing Sales Events

Beverage Chemical Manager 2017-2021

- Responsible for all Beverage and Chemical services for the division. Coordinated all department expenses / Created annual department budget numbers.
- Managed the long-range staffing needs of the department as well as assures that effective orientation and training for new staff.
- Ensured legal requirements were adhered to including wage and hour and federal, state, and local laws pertaining to food safety and sanitation.
- Ensured that all safety, sanitation, preventive maintenance, and other standards were consistently met.

Reinhart FoodService (Shreveport, LA) 2015-2016

Beverage Chemical Manager

- Responsible for all Beverage and Chemical services for the division.
- Coordinated all department expenses
- Managed staffing needs of the department

- Created training material for new hires.
- Conducted classes for customers on how to properly use equipment
- Managed compliance of accounts with ordering accurate products for the loaned equipment.
- Ensured that all legal requirements are consistently adhered to including wage and hour and federal, state, and local laws pertaining to food safety and sanitation.