
Brent Cartwright

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Profile

College senior with military and supervisory experience graduating with a Bachelors Degree in Sports and Recreation Management looking for a job within the sports industry. Able to work dependably without supervision while attaining a high level of customer satisfaction. Recognized and awarded by Squadron Commander for hard work and attention to detail both on and off duty while working in a high-tempo, deployed environment.

- ♦ Accountable: Experienced with monitoring high dollar inventory
- ♦ Problem Solver: Thinks “outside the box”; open to new, more efficient ways to complete tasks
- ♦ Creative: Designed and supervised various recreation and leisure activities for diverse age groups
- ♦ Disciplined: Knows the importance of being on time and finishing projects under deadline

Employment and Experience

Ohio Air National Guard, Swanton, OH

July 2006 – Present

Current Rank - Staff Sergeant

- ♦ Voluntarily deployed to Kyrgyzstan June 2009 - October 2009 and United Arab Emirates (UAE) June 2011 to October 2011.
- ♦ Served as Noncommissioned Officer in charge of customer service and mobile maintenance while deployed to UAE.
- ♦ Helped to maintain a 92% Vehicle in Commission rate while serving in Kyrgyzstan.
- ♦ Member of Unit Advisory Council; launched, oversaw & marketed the first squadron games used to boost morale.

Tiffin Columbian High School, Tiffin, OH

Fall 2007 to Present

Assistant Baseball Coach

- ♦ Assisted Varsity and Junior Varsity coaches in all aspects of program including workouts, game strategies, and revamping offseason workouts.
- ♦ Served as Head Coach of the Freshman team during the 2010 season.

Jeffrey Jewelry, Tiffin, OH

Sept 2010 to Present

Sales/Engraving

- ♦ Assisted customers in selection of jewelry and custom engravings.
- ♦ Handled thousands of dollars in merchandise regularly while unsupervised, accounting for zero losses.
- ♦ Regularly one of the top performing sales associates for the annual holiday event.

Cleveland Cavaliers, Cleveland, OH

Nov 2012 to Present

Night Sales Representative

- ♦ Grow client base through phone interactions as well as face-to-face interactions with those attending Cavaliers games.
- ♦ Quantified objections and emphasized value in order to sell and upsell ticket packages to clients.
- ♦ Complete 50 – 60 calls a night.

Greater Cleveland Sports Commission, Cleveland, OH

July 2012

Event Crew

- ♦ Assisted in event set up and tear down for the Continental Cup International Tournament in multiple locations.
- ♦ Monitored and assisted with the execution of the baseball component of tournament operations.

Family Video Movie Club, Tiffin, OH

Oct 2005 to Aug 2010

Customer Service Representative

- ♦ Assisted customers in locating desired titles or suggesting replacements.
 - ♦ Responsible for maintaining store cleanliness and keeping accurate inventories of all store merchandise.
 - ♦ Leveraged customer interactions and used upselling to regularly meet and exceed sales goals.
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Tiffin Parks and Recreation Department, Tiffin, OH

Seasonal 2002 to 2010

Parks Maintenance/Asst.

Park Activities Coordinator/Day Camp Leader

- ◆ Responsible for maintenance of eight community parks to include; mowing, cleanup, and lining fields.
- ◆ Regularly helped plan and lead themed-based day and sport camps throughout the summer.

Education

Tiffin University, Tiffin, OH

Dec. 2012

Bachelors of Business Administration - Sports and Recreation Management

Concentration: Athletic Administration

Member of the Sports Management Club and Business Club

Heidelberg University, Tiffin, OH

2005 - 2008

Completed 70+ credit hours towards degree Accounting/Sports Management

U.S. Air Force Basic Training, San Antonio, TX

2007

Basic Military Training Military History and Standards

Honor Graduate - Graduated in top 5% of Flight consisting of 800+ Trainees

References

Dr. Bonnie Tiell

Dean of Graduate Studies

Associate Professor of Management

Tiffin University

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Curt Mellott

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