

# MICHAEL S. FEIGHNY

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## Professional Profile

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Effective leader with experience in a variety of challenging environments. Successful hands on development of established business. Ability to anticipate business climate and implement needed changes to reach desired goals. Demonstrated knowledge in the following areas:

- Sales and Marketing
- Customer Service
- Effective Problem Solving
- Corporate Communication
- Strategic Planning
- Production Scheduling and Manufacturing

## Professional Experience

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### **International Bike**

**1994-2005**

**Manager**, Greeley, CO

- Directed excellent customer service relation team.
- Responsible for technical training of service staff.
- Developed and implemented effective vendor relationships.
- Accountable for maintaining and delivering quality merchandise.
- Achieved consistent repeat sales.
- Preparation of weekly work and training schedules.
- Community involvement through advisement on bicycle commuting, group events and enthusiast rides for all levels and types of participants.
- Recognized by customers, management, and direct vendors for excellent attitude, flexibility, and negotiation skills

### **Apex Logowear**

**2004-2004**

**Management Consultant**, Greeley, CO

- Streamlined production system through review of existing workflow and evaluation of three employees' tasks and responsibilities.
- Advised on how to improve existing customer relations and vertical sales growth with mature clients.

**Kinko's** **1995-1996**

***Outside Sales Manager***, Greeley, CO

- Achieved sales growth of 15% in mature store location.
- Resolved a variety of production problems while maintaining customer relationships.
- Managed large commercial clients such as Hewlett Packard, University of Northern Colorado, and North Colorado Medical Center

**Markley Office Concepts and Design** **1984-1994**

***Receiving and Delivering Team Member***, Greeley, CO

- Responsible for receiving of freight and delivery of merchandise.

***Senior Installation Team Member***, Greeley, CO

- Facilitated installation of office furniture at customer's commercial locations.
- Preparation of weekly work and training schedules for 10 coworkers.

***Senior Project Manager***, Greeley, CO

- Directed installation of modular office furniture for large-scale projects such as Superconducting Super Collider, TX, and Jefferson County Justice Center, CO.
- Effective coordination of delivery and installation timelines.

**San Francisco Seafood** **1981-1984**

***Retail Manager***, Greeley, Ft. Collins & Boulder, CO

- Responsible for sales of quality seafood and closing procedures.
- Increased service value by instructing culinary classes covering methods of grilling, poaching, and baking as well as sushi preparation.
- Supervised catering division through booking and consultation, food ordering, preparation and presentation.