

JEFFREY DYLAN POWELL

200 S. Davis Avenue Richmond, VA 23220 | 757-754-2306 | Jdpowell91@gmail.com

Skills Summary

I am an accomplished and dedicated professional with extensive experience in the sales and hospitality industry. My professional journey spans over 17 years, during which I have honed my skills and expertise in various aspects of the sales and hospitality field. My strong organizational skills have enabled me to efficiently manage multiple restaurants, delivering excellent results consistently. I also have spent the past two and a half years as a sales consultant who manages an account base of 60 accounts and growing. My leadership qualities are grounded in my excellent interpersonal skills, which allow me to build and maintain strong relationships with clients and colleagues alike. I am a self-motivated individual who has a genuine passion for and customer care, and I always strive to exceed expectations and goals.

Education

Tidewater Community College (2020-2022)

Norfolk, Virginia - Transferred to Old Dominion University

Old Dominion University (2024 - Present)

Norfolk, Virginia

Introductory Course 1 | Guild of Master Sommeliers

Completed the level 1 course for the guild of master sommeliers.

General Diploma | Granby High School Norfolk, Virginia

Experience

Free Run Wine Merchants | Richmond, Virginia

Sales Consultant - Southeastern Virginia | January 2022 - August 2024

I am responsible for managing and expanding existing territories in the southeastern region of Virginia. As a Sales Consultant my roles involved overseeing an account base of over 60 accounts and building strong customer relationships, both on and off-premises. I focus on opening new accounts to increase the company's reach and improve its market position continuously. To ensure the account staff is well-informed about priority brands, I conduct regular training sessions. I believe that educating the staff is crucial to achieving our objectives of increasing market share, space allocation, and customer service. I plan effectively on a daily, weekly, monthly, and quarterly basis to achieve these objectives and budget goals. During my time in this position, I have increased Free Run's sales footprint in Hampton Roads through opening at least 10 new accounts each year and increasing sales with established accounts.

Blanca Food and Wine | Norfolk, Virginia

General Manager | October 2018 – January 2022

Responsibilities include: managing all front of house operations, creating the beverage program including wine, beer, and spirits, creating staff education modules with the primary focus on wine and cocktails, curating a wine program with an inventory of over 150 wines with an Old-World focus, and creating a retail wine program for Café Blanca stocking shelves with carefully picked wines and creating marketable selling strategies. I also maintained cash controls and payroll as well as all staff hiring and onboarding processes and managing retail operations and sales of the connected cafe.

Press 626 Wine Bar | Norfolk, Virginia

Bartender/Shift Manager | October 2016 - October 2018

Bartender and shift manager duties included: providing creative help toward the cocktail program, managing flow of service during service hours, and continuing wine education of a wine program with stocks of 600+ wines.

Town Point Club | Norfolk, Virginia

Service Manager | May 2016 - November 2016

Responsibilities included: managing the member dining areas of the club of a staff of 20 individuals on a given night; teaching hospitality and proper standards of service to the front of house employees; and managing the flow of service during dining hours ensuring that all members were provided with exceptional service. Managing banquets and member events which included managing allocations of cash banks, liquor and beverage reports, and nightly cash flow reports.

River Stone Chophouse | Suffolk, Virginia

Bartender | August 2011 - May 2016

Bartender and trainer duties included: providing fine dining level hospitality standards, contributing to seasonal cocktail menu changes, training all new employees, and studying an extensive New-World wine list to provide more informative levels of service for the restaurant guests.

References available upon request