

# TAYLOR LAMBERT

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## Experience

### **Head of Business Development, Pod Foods — 2017-2018**

Generated close to \$100,000 in revenue prior to software product launch  
Built hundreds of vendor/buyer business relationships, closing many deals  
Oversaw logistics operation, sped up efficiency, and ensured client satisfaction

### **VP of Sales, Green Pea Cookie — 2016-2017**

Grew buyer relationships in retail, wholesale, and consumer  
Accelerated growth through network events, promotions, and digital content  
Formalized order sizing, price point, and profitable negotiations

### **Client Solutions Sales Manager, iCohere — 2015-2017**

Worked closely with prospects to find scalable LMS solutions  
Hosted webinars, marketing campaigns, and administrative duties  
Led on-site conference forums for annual client meetings

### **Food Rescue Team Leader, White Pony Express — 2014-2017**

Shuttled fresh food/beverage surplus from retail outlets to homeless shelters  
Launched social media campaigns, raising over \$50,000  
Rallied large audiences, lead generation, and new partnerships

### **Co-Founder & President, Coffee & Catchup — 2014-2015**

Sponsored entertainment industry leaders, guest speakers, and entrepreneurs  
Motivated 1,000s of Bay Area artists with weekly meet-up and social events  
Launched marketing campaigns, street teams, and annual cocktail parties

### **Kind Brand Ambassador, Kind Healthy Snacks — 2013-2015**

Strengthened brand name with public activations, social media, and apparel  
Engaged pedestrians with Kind Snacks samples, collateral, and coupons  
Managed on-site events at Timbuk2, Lyft, Sonoma Raceway, & Bay to Breakers

## Education

Bard College, Annandale-on-Hudson, New York — BA, 2011

## References

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