


# Ryan Birkett

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## Skills

- Relationship building
- Negotiation
- Follow-up and Follow-through
- Active listening
- Goal-oriented/Results driven
- Time management
- Adaptable/Coachable
- Closing skills

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## Experience

MARCH 2019 – PRESENT

### **Buyer / Restaurant Depot, Anaheim, CA**

Purchases produce in accordance with prescribed purchasing regulations and procedures. Reviews and analyzes purchase requisitions, investigates and develops sources of supplies, prepares bid specifications, issues bid requests and reviews quotations.

OCTOBER 2015 – MARCH 2019

### **Produce Buyer (Fruit Category) / Frieda's, Inc., Los Alamitos, CA**

Responsible for buying and coordination of the purchasing of product(s) to fill all sales orders, while meeting the company quality and food safety standards. Total margin dollars 2018 \$420,000.

MARCH 2014 – SEPTEMBER 2015

### **Auto Buyer / Aaero Sweet Auto Brokers, SoCal Territory**

Travel throughout Southern California to review, determine legality, inspect and drive vehicles for sale, and to negotiate the best possible purchase price for the company. Closing Success Rate 90%.

AUGUST 2009 – JANUARY 2014

### **Customer Service Representative / ANTAS Apparel, Costa Mesa, CA**

Engaged in the sale of high-end golf apparel to private golf clubs and their members. Responsible for inside sales, customer relations, customer retention, and supporting manufacturers' representatives in the sale of Antas products. Improved customer retention by 25%.

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## Education

JUNE 1999

### **Diploma / Huntington Beach High School, Huntington Beach, CA**

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## References

Available Upon Request