

CULLEN A. TAYLOR

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EDUCATION

Associate of Arts - Business Administration

Berkshire Community College, Pittsfield, MA

Expected May 2023

Cannabis Industry Certificate

Berkshire Community College, Pittsfield, MA

August 2021

Drama & Acting Certificate

Lee Strasberg Institute, New York, NY.

May 2019

WORK EXPERIENCE

Berkshire Roots - Practicum Student

Pittsfield, MA

July 2021 - September 2021

- Participated in a six week practicum rotation schedule which included cultivation, processing, and retail
- Retail rotation included observing and assisting the budtenders
- Cultivation allowed me to understand and assist technicians with irrigation and sterilizing equipment
- Processing allowed me to gain an understanding of the product tracking systems within the industry

Calyx Dispensary - Budtender Associate

Great Barrington, MA

June 2021 - Present

- Display thorough understanding of the endocannabinoid system
- Educate customers on the relationship between cannabis and the human brain
- Product management, product education, sales

Taylor & Miller Architecture - Fabrication Assistant

Brooklyn, NY

February 2015 - Present

- Oversaw all social media platforms
- Built custom furniture art pieces
- Assisted with lighting Design/project installation

Moleskine - Sales Consultant

New York, NY

August 2019 - March 2020

- Retail sales
- Coordinated effective customer relationship building
- Product management, product education

Instibanc - Sales Consultant

New York, NY

February 2019 - June 2019

- Direct sales with C suite teams
- Analyzing and creating financial strategy for new business
- Creating financing solutions for companies from industrial manufacturing to law
- Submitting contracts to financial institutions and project managing through the funding process.

Dialogue Direct - Sales Consultant*September 2018 - August 2019**New York, NY*

- Fundraising for the Nature Conservancy
- Development of customer relations
- Product Management, Team Leader, Cold Call Sales, and Product Education