

# CULLEN A. TAYLOR

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3 Seekonk Rd, Great Barrington, MA, 01230 | (413) 854-4270 | Cullenataylor@gmail.com

## 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**

*New York, NY*

*September 2018 - August 2019*

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