

# DARREN JAY

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## PROFESSIONAL SUMMARY

Cannabis industry professional with diverse credentials which combine tactical leadership, manufacturing management and customer service expertise with a strong business background, the ability to work collaboratively, and a commitment to achieving company goals. Proficient in overseeing operations and achieving set milestones, understanding marketplace needs & strategies needed to drive sales and ensuring proper merchandise presentation. Noted for insight and creativity in responding to operational needs and expectations with a strong ability to establish rapport with customers, gain trust, and build strong repeat and referral business. Reliable and respectful with a strong work ethic.

## HIGHLIGHTS & QUALITIES

- 4+ Years in multi-solvent extraction, 2 years in distillation via Short Path Distillation (See Specialty Skills & Experience)
- Outstanding knowledge of branded cannabis products including strains, edibles, concentrates and topicals. Deep insights into the local on- and off-premise cannabis market, laws and statutes.
- Strong leadership skills to establish and mentor high performing teams, conduct staff trainings, implement new policies, improve performance and morale.
- Expanded knowledge and hands on experience in demanding extraction environments.
- Can do attitude with the ability to fill in the details of superior's orders.

## SPECIALTY SKILLS & EXPERIENCE

### CANNABIS EXTRACTION

#### **Hands on Experience:**

- With Hydrocarbon Extraction including Alcohol, Butane and Propane
- Organizing and scheduling weekly work orders from processed biomass intaken.
- Batch preparation best practices.
- Handling multiple lab tasks at once in an organized manner
- Completion of Track and Trace based processing forms for each batch
- Handling and transferring of volatile gases, handling of dry ice
- Maintaining ratios in gas blends

#### **Understanding of:**

- Understanding of a Vessel's volumetric capacities and safety thresholds
- Signs of pressure abnormalities throughout the extractor
- Extractor cleaning procedures
- Concentrate handling and post processing for various end product consistencies
- Vacuum ovens for degassing residual solvents to state compliant levels, maintaining a clean environment free from particle debris (dust, hair etc.)
- Maintaining a clean environment free from particle debris (dust, hair etc.)
- The importance of P.P.E
- Hydrocarbon closed loop color remediation techniques

## CANNABIS DISTILLATION

### **Hands on Experience:**

- Multi Pass Short Path Distillation
- With Flavor/Terpene Introduction
- Manual multi-stage filtration
- Color remediation/scrubbing procedures
- Handling of extremely cold objects
- Handling of solvents
- With fume hoods
- Handling cannabinoids and cleanup of glassware

### **Understanding of:**

- Importance of Lab cleanliness
- Spill cleanup procedures
- Dissolution of cannabinoids in solvent at certain ratios
- The Decarboxylation process
- Winterization/coagulation processes
- Solvent recovery processes rotary vaporization apparatuses (up to 50L)
- Accessory equipment maintenance, vacuum pumps, chillers etc.
- Handling of ultra-fine powders dangerous to inhalation
- Preservation of raw distillate from oxidation.

## PROFESSIONAL EXPERIENCE – CAREER PROGRESSION

### **Extraction Manager- Rizzock Extracts Age 24-25**

**August 2018 – May 2019**

**Rizzock Extracts** is a **Legal Cannabis Manufacturing and Distribution Company** that started with a temporary licensing certificate moving into provisionary with my help as extraction manager. An exclusive manufacturer for Real Talk Cannabis. My Employment obligations included hydrocarbon extraction, material admission, supplies stocking, item outtake preparation, management of packaging operations, facility tidiness upkeep, and offering advisory suggestions to the CEO.

### **Skills and Expertise Achieved**

- Effective engagement of Legal syntax of communication and transfer between lawful cannabis companies.
- Preparing detailed and accurate paperwork/packets to organize data from daily processes.
- In-depth understanding of Large Crew Cleaning frequency and standards processes to support 100+lbs extracted per day and growing.
- Initiating educative Assimilation process for new employees and orientate them up to speed in a proper professional inspiring fashion.
- Strictly adhering to required compliance laws needed to maintain legal status in California commercial cannabis.

### **Extraction Manager, Product Design - Gold Spotzz Age 23-24**

**July 2017 – August 2018**

Gold Spots, now called Gold Spotzz. Invested time and capital to build a brand from scratch for itself based on a complete distillation of all data sets that has been compiled by its 2 core members including myself. Pursuing the goal of

increasing profits on every gram of cannabis product made to combat a trend of constant devaluing product wholesale prices. This brand was built to have layers of elements and content to show depth and legitimacy.

**Gold Spotzz built out 5 product lines** based on the experienced value and available market share which was compiled through our careers.

- A preroll line consisting of 5 sub categories.
- A 2 tier 16 flavor (8 flavors each) Distillate vapor cartridge product line.
- A 2 tier Cannabis Oil Infused Drinkable/Mixable syrup Concentrate.
- A cannabis oil infused/covered flower product.

To further strengthen the company to achieve its specific aims and objectives, we had to bring in a full manufacturers ERP inventory and raw material tracking system, built an automated receptionist style call desk system, more daily employees to build products in a quota based assembly line environment, affiliate and sales systems made to properly incentivize with no specific loopholes that could hurt profits.

#### **Skills and Expertise Achieved**

- Developed marketable brands to support and create additional perceived value in our retail products including;
  - Facilitating and developing effective campaigns of supporting digital and physical sales media.
  - Marketing targeted Ad campaigns with proper sales funneling.
  - Systemizing tasks to optimize automatic resource or outsource job to an employee.
  - Employee Management
  - In-depth understanding of data logging for manufacturing tracking software.
  - Creation of Infrastructure and company culture to uphold predetermined short and long term goals.
  - Customer service skills and brand support to retailers and customers alike.
  - Identified opportunities to apply time management and manpower allocation skills.
  - Engaged and coordinated required technical resources to assist in the rapid resolution of manufacturing processes.
  - Communication with Chinese equipment manufacturers to cut costs of certain machinery up to 80% and the needed paperwork and logistics to land freight safely.
  - Managed public relations and communications with large label printing factories both in china and US based. All included formatting and design needs required.

### **Extraction Manager - Gold Spots**

**July 2016 – July 2017**

#### **Age 22 - 23**

Commenced a devoted work for Gold Spots, an establishment that has performed exceedingly to the top from a large city based delivery, to a prop 215 storefront location, then transitioning into a fully legal dispensary protected by the city with proper state and local licensing. Organized and executed solely on a full build-out with a \$30,000 budget to achieve a hydrocarbon extraction system with the capacity to operate 9lbs per run and support many variations of extraction styles such as: Standard 70/30 butane propane extractions, pure propane extractions, and any other variety of operating procedures that is proven fit to try in pursuit of perfection.

We also utilized part of the budget to invest in distilling crude full spectrum extract and isolating purities of THC 90%+ and then experiment with creating THC isomers usually Delta 8 THC in water clear concentrated distillate. The investment included a 5L Legacy style short path distillation system and supporting infrastructure to feed the spd properly including a 50L rotary evaporator and a chain of filtration funnels. Eventually moving into experimentation with ethanol extraction methods in large scale.

#### **Skills and Expertise Achieved**

- CMEP-OL and TRS21 recovery pump systems repair and preventative maintenance
- Proven professional experiences with:
  - P.I.D controlled low temp -30c chillers American and Chinese made.
  - Upright -86c Ultra Low Temperature Freezer.
- CMEP-OL and TRS21 recovery pump systems repair and preventative maintenance.
- Wide array of hydrocarbon extraction processing methods dos and don'ts.
- Workflow management based on processes that are time restrained like;
  - Concentrate purge schedules and proper catering.
  - Distillation prep and execution. Hydrocarbon extraction prep, execution, recovery, and harvest while preparing for the next extraction.
- Full understanding of laboratory cleanliness and its hygiene importance and effect on workflow.
- Proper storage methods with cannabis concentrates to avoid; Nucleation, Oxidation, Decarboxylation.

- Pre distillation prep of cannabis oils including; Defatting, Scrubbing, Decarbing.
- Glass cleaning techniques and maintenance schedules.
- Experience organizing toll processing arrangements and dealing with white label sales in the prop 215 market.
- Extending the ability of brand identity creation for white label clients and preparing them for sales retail and wholesale.

## **Sole Proprietor – C&C Extracts**

### **Age 21 - 22**

**March 2015 – July 2016**

Liquidated all inventory and asset to a peer company with the goal of understanding the foundational scenes operations and statistics that guides being a cannabis product manufacturer and vendor. The recovered capital was invested into hydrocarbon extraction at a small scale. This led to attracting contract work from acquaintances accumulated over time. We also generated adequate revenue and created quality product within months. A reinvestment to scale capacity was made with a “4LB Terprinator mk1 extractor”, first running passive then moving into active solvent recovery.

Mainly shatter was my desired end product but possible experimentation led to knowledge of sugars, budders, crumbles and other subcategories of concentrate consistency. Utilizing the mindset from the position of retail buyer, dealing with the end consumer directly and then moving into a vendor position. I easily understood the needs of collective owners and the logistics involved in doing business with different levels of legitimacy during the reign of prop 215 protected collectives.

Possess a firsthand cold call/walk-in sales, targeting an audience with relevant trendy packaging and applicable price points, that left enough margin to maintain operations and paving way for reinvestment into work material and equipment upgrades.

#### **Skills and Expertise Achieved**

- Created and produced a branded product with quality luxury appeal avoiding exact brand names and focusing on look and feel based solely on concepts of other luxury industries portray.
- Sales and marketing experience, building relationships gaining trust with new clients; solidifying my product into their monthly intake.
- Sourced quality material and understanding the signs of fresh, trichrome saturated biomass that yields light desirable product.
- Understanding what larger establishments move in terms of volume and the contrasting needs the public has in certain areas and niches of the market versus others.

## **Sole Proprietor - Lift Off Medicinal**

### **Age 20 - 21**

**March 2014 – March 2015**

Established and managed a fully functional prop 215 compliant delivery service with Point of Sales tracking system. The business process involves running daily deals, monitoring inventory and gathering statistics on daily sales metrics. “Lift Off Medicinal” had active online rented ad space that portrayed cannabis with a clean trendy “From the City” look and feel. Its overall aesthetic portrayed in media for Lift Off contrasted surrounding competition with its simple modern minimalistic approach using white, black and high quality vector renders instead of the “ganja” themed, artist illustrated, mom and pop look that ruled the area for so long.

By owning this niche and targeting an audience that was in the loop of current cannabis trends at the time, in its life span, Lift Off easily rested in the top 3 of 9 long competing delivery services and was only limited by lack of a proper scaling. Lift Off had a customer base list of over 150+ medical cannabis patients with an average of 12-15 orders per day, 6 days a week at a minimum delivery amount of \$40 per delivery. This cash flow translated into monthly gross revenue of \$10,000 at a low, to a high of \$15,000 with a profit margin of 40%.

#### **Skills and Expertise Achieved**

- Managed and coordinated all processes involved in running a delivery service on the operations side including;
  - Inventory management via point of sale software.
  - Monthly overhead/expense management and optimization.
  - Allocation of capital from a budget on diverse inventory for multiple audiences.
  - Dealing directly with large and small name vendors to keep attractive products in stock and nurture those relationships in good strength.
  - Managing an Online sales ad and structuring content to trigger a buyer response from new and returning customers.
  - Established a brand image, visual presentation that was relatable to a newer younger audience within a legal age.
  - Implemented a relatable infrastructure to support daily operations needed to run a delivery service; Order intake, Packaging Delivery and Logging.