Alexander Tilkens, MBA

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Business development and operations

Hospitality business owner and U.S. Army veteran who built a mobile bar to more than $100,000 in annual revenue and expanded into a cocktail lounge. Experience spans client sales, pricing, vendor management and team leadership. Managed teams of up to 20 employees.

Professional experience

Co-owner and Operator | Bubble Bar Boston on Main Aug 2024 – Present

- Run daily operations for a 55-seat cocktail lounge in Amesbury, including purchasing, inventory, staffing, payroll and vendor relationships.
- Set menu prices, track costs and develop sales strategies to attract new guests and bring customers back.

Co-founder | Bubble Bar Boston Jan 2021 – Present

- Grew mobile bar revenue 50% year over year and generated more than $100,000 in annual revenue.
- Manage sales from initial inquiry through signed contract and direct event operations for groups of up to 500 guests.

Manager of Marketing and Communications | Boston Data Solutions Jun 2018 – Jan 2021

- Led sales and marketing campaigns that brought in new clients and improved retention. Developed campaign materials that increased conversion rates.

Explosive Ordnance Disposal Technician | U.S. Army Feb 2012 – Feb 2017

- Led teams on time-sensitive assignments that required risk assessment and logistical coordination. Served at Yongsan Garrison in Seoul, South Korea.

Veterans and community leadership

- Helped grow annual revenue at Salem VFW Post 1524 from $160,000 to more than $500,000. Served as senior vice commander and quartermaster.
- Grew Disabled American Veterans Chapter 84 membership by 70% and served as chapter commander.
- Researched General Frederick W. Lander, wrote the grant application and composed the memorial plaque inscription for Salem’s Broad Street Cemetery.

Education and recognition

Salem State University | Master of Business Administration and BS in Criminal Justice

Salem State 40 Under 40 honoree, 2025