

Brenton Turnor

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Experienced Business Manager with a career spanning over 17 years across the retail and sales sectors in WA. Proven track record in leading, coaching and coordinating high-performing teams across daily operations whilst ensuring business targets and KPIs are achieved. Solid background in sales, administration, stock management, reporting, advertising, training along with ensuring an exceptional level of customer service is delivered. New to Coding and Full Stack Web Development. Recently earned a certificate in Full Stack Web Development from the University of Western Australia Coding Boot Camp.

TECHNICAL SKILLS

Languages: HTML5, CSS3, JavaScript ES6+, SQL, NoSQL

Applications: GitHub, MySQL, VS Code

Tools: Express, React, Node, Handlebars, JQuery, Bootstrap, Sequelize

PROJECTS

Novice Chef | Repo - <https://github.com/BT134/novice-chef> | Site - <https://bt134.github.io/novice-chef/>

A web app for searching recipes with cooking instructions.

- Utilizing HTML, CSS and JavaScript with the MEALSDB API and Youtube API.

Tech Blog | Repo - <https://github.com/BT134/techiest-tech-blog> | Site - <https://polar-plains-43062.herokuapp.com/>

A CMS-style blog where developers can publish their blog posts and comment on other developers' posts.

- Utilizing HTML, CSS, JavaScript, Handlebars, MYSQL, Express.js & Node.js.

Professional README Generator | Repo - <https://github.com/BT134/professional-README-genie> |

A command-line application that dynamically generates a professional README.md file from a user's input using the Inquirer package.

- Utilizing JavaScript, Node.js and npm.

ADDITIONAL EXPERIENCE

Sales Manager - Intelligent Home, Osborne Park, WA

2019 - Current

Store/Sales Manager - Harvey Norman, O' Connor Store, WA

2016 - 2019

Proprietor In Training - Harvey Norman, O' Connor Store, WA

2017 - 2018

Electrical Sales Manager - Harvey Norman, O' Connor Store, WA

2007 - 2016

WORK EXPERIENCE

INTELLIGENT HOME, OSBORNE PARK, WA

Residential Sales Manager

May 2019 – Current

Role Snapshot:

- Started with Intelligent Home Technology Centre in May 2019 into a newly growing category of Residential Sales as Sales Manager. With the aim to keep growing this business unit.

Duties:

- Coordinating sales enquiries and directing solutions in a timely manner.
- Responsible for the growth of sales for the residential technology department.
- Setting and achieving monthly sales budgets.
- Responsible for delivering and installing smart home technology including smart wiring, CCTV and alarm systems for residential homes.
- Conducting meetings with new home owners to create smart wiring plans using software to design plans.

Key Achievements:

- ✓ Increased sales by an average of 25% over the first 6 months.

- ✓ Increased Gross Profit by 10%
- ✓ Increased turnover by 1.2M for FY20

HARVEY NORMAN, O' CONNOR STORE, WA

Clearance Centre Sales Manager

Dec 2016 – April 2019

Proprietor In Training

Dec 2017 - May 2018

Role Snapshot:

- Commenced employment with Harvey Norman in 2002 in a Sales Assistance capacity. Progressed through the business into senior roles with most recent positions including Clearance Centre Store Manager. Currently overseeing day to day operations of the Clearance Store generating 4.6 million in turnover for 2018 FY.
- During this time, engaged in Proprietor in Training which included attending training programs in Sydney and developing a deep understanding across HR, OHS, Asset Management, Time Management, Store Management, Stock Control, Administration, P&L and Budgeting.

Duties:

- Lead, manage, coordinate and roster a team of 9 staff members across store operations ensuring KPIs and budgets are set whilst monthly store budgets are being achieved as per corporate requirements.
- Open the store, ensure complete setup across the layout and order of stock along with fixtures and signage.
- Recruit, train and mentor new staff members ensuring they are competent with product knowledge.
- Monitor and review stock levels. Order stock weekly whilst maintaining healthy stock levels in store.
- Co-ordinate various sales events each month and ensure the store is sufficiently staffed for additional sales.
- Managed a broad range of administrative work including but not limited to goods receivable, payroll, credit claims and batch analysis. Manage, co-ordinate and execute stock takes every 6 months. Record results.
- Run and review daily sales reports and weekly stock reports. Investigate results, make recommendations and maintain sales with the correct stock levels. Liaise with other management personnel as required.
- Monthly phone conversations with National GM to go through business results and next month's targets.
- Maintain a strong working knowledge of products and provide an exceptional level of customer service.

Key Achievements:

- ✓ 2017/2018 FY - Highest profitable store in WA
- ✓ December 2017 & June 2018 - Number 1 store for turnover in WA.
- ✓ Implemented new stocktake procedure to reduce time and increase efficiency.

Electrical Sales Manager

Feb 2007 - Feb 2011 / Jun 2011 - Dec 2016

Duties:

- Hired, trained, managed, rostered and coordinated teams of up to 25 personnel across the store ensuring weekly and monthly store targets were achieved across small white and brown goods.
- Ordered and maintained healthy stock levels weekly. Completed credit claims and stock adjustments
- Ran and reviewed daily sales reports and weekly stock reports in the POS system. Presented to management.
- Closely monitored staff member individual sales targets and played a pivotal role in enhancing results.
- Managed administration work including goods receivable and processed payroll for staff and sales ticketing.
- Worked closely with commercial clients and managed their orders whilst maintaining working relationships.

Key Achievements:

- ✓ 2009/2010 FY - Increased turnover by 10%.
- ✓ 2008/2009 FY - Increased turnover by 15%.

Education

- Certificate in Full Stack Web Development. Coding Bootcamp - UWA Completed Nov 2021
- Proprietor in Training Course - Hosted by Harvey Norman Completed May 2018
- Certificate IV in Business and Marketing Completed Apr 2009