

Justin Feagin

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(803)-465-2055

Successful Field Sales and Marketing Representative dedicated to providing an exceptional customer experience and growing brand sales for four distinct product lines. Skilled and adept at collaboration with local store managers, sharing winning ideas with teammates, educating potential customers on the benefits of our brands all while understanding the companies needs and exceeding their objectives.

- Objective:** Secure a career opportunity with a company or organization with a well-defined career path that will develop my business acumen skills, provide challenging work, and prepare me for long term career success
- Education:** Bachelor of Science Degree in Management from Clemson University, Clemson, South Carolina - Graduated in December 2021
- Minor: Business Support Minor- 16 Hours of course work in Finance, Marketing, and Accounting
- Most Recent Employer:** **Techtronic Industries (TTI),** Colorado Springs, Colorado
- Field Sales and Marketing Representative* March 2022 – January 2023
- Field Sales Representative responsible for driving sales of HART Power Tools, Black Max, HOOVER, and DIRT DEVIL products
 - Organized inventory and ensured the modular integrity of our product on shelves at assigned stores
 - Set up displays and sales tables designed to interact with customers and help drive sales
 - Worked closely with Walmart Key Decision Makers to form strategies to further drive the business
 - Worked with my teammates to devise optimal strategies regarding the execution of our product, such as endcaps and stockouts.
 - Executed various objectives sent to me by the Operations Team (iTrack Objectives, Product Resets, etc.)
 - Created a September Sales Competition to encourage sales growth across my entire team
- Work Experiences:** **The UPS Store,** Clemson, South Carolina
- Customer Service Representative* Spring 2021 – Fall 2021
- Helped customers make the best decisions on their shipping choices
 - Used various information systems to organize our inventory
 - Used problem solving techniques to help customers in a timely manner
 - Skills acquired: Patience with customers, information systems experience, organizational skills
- Tonella's Pizza Kitchen,** Ballentine, South Carolina
- Food Runner/Server* Winter 2017 – Summer 2018
- Delivered food to tables from the kitchen, refilled the ice machine, mopped floors, cleaned dishes, bussed tables, cleaned bathrooms, and other activities to maintain the efficiency of the restaurant
 - Interacted and built relationships with customers on a daily basis
 - Skills acquired: Ability to work in teams, communication, and flexibility
- Computer Skills:** Microsoft Office, Python (Jupyter Notebook), Visual Studio, Custom PC Building