

JOHN MISH

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215-208-2685 • Jersey City, NJ

A top-performing Sales Manager with extensive experience in strategic planning and customer relationship management. Highly skilled in communicating with clients to outline overarching business objectives, providing insight and inquiry response in available products and services to ensure achievement for continuous satisfaction and business retention. Leverage cross- and up-selling strategies for continuous improvement and exceeding established sales objectives. Evaluate existing operations to identify inefficiencies and redundancies, implementing strategic process improvement for business growth and development.

Areas of Expertise include:

- Sales Operations
- Business Development
- Strategic Planning & Analysis
- Salesforce, Quantum, Mainframe
- Client Relationship Management
- Team Leadership & Development
- Revenue & Profit Growth
- Business Intelligence Reporting
- Inquiry Response
- Process Improvement
- Problem Resolution
- MS Excel, Word, PowerPoint

Professional Experience

RE/MAX • Jamison, PA • Oct 2016 – Present

REAL ESTATE SALESPERSON

Provide over 75 clients with buying and selling residential property throughout the Philadelphia area. Identified buyer and seller leads through comprehensive marketing initiatives including website development, commercial advertising on HGTV, print mailings, and social media platforms. Negotiate sales prices, terms, and necessary repairs, coordinating settlement and township inspections in conjunction with brokers, mortgage loan officers, title clerks, contractors, and inspectors.

Key Accomplishments:

- Negotiated over 40 transactions resulting in \$11M total volume sold and \$107K+ in commissions for 2017.
- Awarded the Re/Max Corporate 100% Club (2017).
- Generated \$425K annually in rent to investors by effectively managing an Investment Property Portfolio of up to 25 units; screened all applicants, negotiating lease terms and agreements, resolving all issues and coordinating repairs and contractor invoicing.

FOOT LOCKER, INC. • New York, NY • Jun 2013 – Oct 2016

ASSORTMENT MANAGER, JAN 2016 – OCT 2016

REPLENISHMENT ANALYST, JUN 2013 – DEC 2015

Directed a team of three replenishment analysts in overseeing inventory allocation of children's apparel in over 200 Kids Foot Locker locations across the country. Delegated tasks and projects to internal teams for accurate resource allocation and cost management. Provided training and onboarding for new hires in all policies and procedures, as well as MS Office, Quantum, and Mainframe allocation systems, strategies, BI reporting, and retail calculations; communicated performance feedback for continuous improvement. Conduct sizing analysis, store-to-store transfers, quarterly allocation presentation to upper management, purchase order creation, loss-store solution meetings, and support to district field managers.

Key Accomplishments:

- Generated \$30M+ in sales for 2016.
- Completed a 12-week Harvard Manager Mentor Program to facilitate effective coaching sessions, conflict resolution, and leadership approaches.

- Allocated inventory for key categories including Nike, Adidas, Under Armour, and Reebok for Men's Basketball department in over 1,000 locations, exceeding company plan and resulting in over \$700M annual revenue for 2013 – 2015.

HADDAD BRANDS • New York, NY • Nov 2011 – April 2013

Sales coordinator

Provided sales and design support to key vendors, including Kids Foot Locker, Niketown, Champ's and Dick's Sporting Goods. Responsibilities included creating product assortment proposals, purchase order/UPC data input, coordinating apparel samples and monitoring on-order and overseas inventory.

Key Accomplishments:

- 2012: Generated \$3.8 Million in sales (Nike and Jordan brand accessories)
- Spearheaded domestic printing program for all Jordan brand domestic t-shirt stock buys, including graphics and color selection, sizing and style validation with the design team.

Previous positions include Regional Operations Coordinator for Stubhub.com (2010), Intern for NFL Agent Ed Wasielewski at EMG Sports and Comcast-Spectacor: Philadelphia Sixers & Philadelphia Flyers (2008)

Education

Bachelor of Science | NEW YORK UNIVERSITY | New York, NY | 2009

Activities: NYU Men's Basketball Team, Team Captain, 2006 – 2009 (Honors Include 1st Team All-Conference UAA, All NIT/Metropolitan 2nd Team, 2X Team MVP and All-Academic UAA)