

Michael Brian McInnes

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Work Experience

Keller Williams Check Realty

Prescott, AZ

Real Estate Agent

Jan/2010—Present

- Increased total sales by an annual average of 105% over a three year period. Multi-million dollar producing agent during that three year period.
- Developed strong customer service skill-set that focused on quality and consistent contact with clientele ensuring customer satisfaction was maintained or exceeded.

Arizona Wrestling Association for Youth

Prescott, AZ

Director of Operations

Feb/2012—Sept/2012

- Assisted in 100% increase in overall membership to the non-profit organization as well as increased website and internet visibility by 680% in a span of three months.
- Scheduled and organized fundraiser events throughout Arizona to help grow the sport of wrestling.

Fry's Food Store

Prescott, AZ

Department Manager

Mar/2008—Dec/2009

- Excellent reputation with customers and vendors as a competent, knowledgeable, and helpful professional.
- Proficiently able to multitask between customer service, merchandising, and inventory control.

Play It Again Sports

Sugar Land, TX

Manager

Jan/2007—July/2007

- Managed store's day-to-day operations including employee training and mentor-ship.
- Assisted in the planning and implementation of a new store opening.

United States Marine Corps

Yuma, AZ

Department Assistant Manager

May/2000—May/2004

- Conducted numerous classes over a period of 3 years for a student population exceeding 5000.
- Prioritized and assigned daily tasks as well as counseled personnel in job performance. Mediated and resolved internal disputes and advised employees on performance evaluations.

Education

Thunderbird, School of Global Management

Glendale, AZ

MBA in International Management

May 2006

Northern Arizona University

Flagstaff, AZ

B.S.B.A. Management

December 2004

Golden Key International Honor Society

Cum Laude

Awards

Navy and Marine Corps Achievement Medal

April 2004

Marine Corps Meritoriously Promotion Board Winner

March 2002

Volunteer Work

Volunteer as an offseason wrestling coach for the Prescott High School Wrestling Team (I am employed by Prescott Unified School District as an assistant wrestling coach during the winter wrestling season).

Skills

Microsoft Office proficient (Word, Excel, PowerPoint)

Adobe Products proficient (Reader, Dreamweaver, Photoshop, Illustrator)

Web Development beginner (HTML, CSS, JavaScript)