

# David Meza

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Known to want to exceed goals, and continue to grow to provide the best results for the client and business. Supporting team members, and clients every step of the way.

## WORK EXPERIENCE

### Best Buy — Sales Consultant

10/2020 to Present, Bellevue, WA

- Building and maintaining customer relationships to provide any and all solutions within the store
- Generating potential leads for the team to grow into larger solutions
- Meeting and exceeding revenue and lead generation targets set by management per week
- Actively utilizing a CRM to track orders and reach out to clients pertaining to proposals previously discussed

### Finishline — Store Manager

05/2019 to 10/2020, Tukwila, WA

- Led a team of 15+ employees, ensuring that monthly training was completed
- Managed store KPI's and continuously coached based on targets to build positive behaviors

## ACCOMPLISHMENTS

Finishline - Store Of The Year (2019)

Ended year positive 25% in revenue after taking over store that was down 16% Year over Year

Best Buy - Employee of the Month (May 2022)

Led in KPI's and generated most leads for the store

## SKILLS

Leadership

Integrity

Decision Making

Customer Service

Time Management

Scheduling

Communication Skills

- Managed PNL & Inventory levels to ensure the business stayed profitable
- Actively recruited new associates for peak business times, and meeting head count needs

### **Finishline — Assistant Store Manager**

06/2016 to 05/2019, Yakima, WA

- Responsible for training and executing visual merchandising with associates and supervisors
- Working side-by-side with the Store Manager to reach store revenue goals, and KPI targets.

## **EDUCATION**

### **Insight School of Washington — High School Diploma**

08/2012 to 6/2016