

# DeWayne Murray

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## Objectives

- Obtain a Full-Time management position in Sales, Customer Service, Retail, Leasing, or Higher Education
- Gain additional management experience.
- Build long lasting relationships that will allow me to grow within my field.
- Work in an industry that allows me to utilize my skills to their fullest.
- Master all new skills needed to dominate in my new career.
- Work my way up the corporate ladder.

## Education

Sullivan University (2024-Present)  
  
Bluegrass Community Technical College (2016-2020)  
  
University of Kentucky (2014-2016)  
  
Central High School (2010-2014)

## Skills

Supervising and Delegation	Market Analysts	Goal Management	Retail and B2B Sales	Recruiting
Problem-Solving	E-commerce	Scheduling	Process Improvement	Leasing
Labor Management	Performance Management	Sales Consulting	Negotiation	Inventory Management
Self-motivated.	Able to motivate others	Business Development	Loss prevention	Ability to drive sales
Contract management	Account management	Training	Multi Location Management	Vendor and Invoice Management
Billing Reports	Expense Reports	Profit Loss Management	Employee Development	Cash Management
Interpersonal Skills	Procurement	Store Auditing	Material Exchange agreements.	Sales Consulting
Presentation	Communication	Aircraft Materials Sales.	Planning & Organizing	Credit applications Merchandising
Planogram Organization	Customer Service	Multi-Tasking	Working Under Pressure	Microsoft Office Suite
Android OS & IOS	Windows & MacOS	CRM & Salesforce	Data Entry	

## Experience

### Sullivan University| Admissions Advisor 04/2024- Present

Interview prospect students to determine if they are a great fit for the university. Assist active students with the enrollment process and get them fully registered for classes, Give Campus and Resident Hall Tours, Mentor new Advisors, Push to hit Enrollment, Application and additional Metric Goals.

### Family Dollar| Store Manager (10/2022- 04/2024)

Successfully manage a 2-million-dollar small box store, Drive year over year sales percentages, Vendor and shipment receiving, maintain a customer ready store, Monitor Inventory, and labor budgets. Profit loss management, Process Vendor Receipts, Track and maintain accurate billing summaries and vendor invoices, Facility management and upkeep, Monitor shrink and maintain levels under 3%, Recruiting onboarding and Team Development, Assist District manager with running additional stores when needed to ensure success in the district.

### T-Mobile Retail Training Store Manager (02/2022- 10/2022)

Assist District manager with leading the district. Training, Hiring and developing Mobile experts throughout the district. Assess stores in the market to ensure they are Audit ready and in company compliance, while also completing standard store manager duties.

### First Class Air Support Sales Support Specialist (02/21-02/02/22)

Provide support to Senior Sales Director and Vice President of Sales by doing market research on various aircraft material, mine sales inquiries for potential sales, Provide sales quotes with competitive pricing while also staying within company target sales margins, Build Parts into system and upload Competitor Market, Build IPC's to locate additional parts available for sale, Occasionally Broker parts not available in stock, coordinate with Repairs manager, Procurement manager, Accounting, and Shipping Departments to insure that customer receives a great purchase experience. Assist Senior Sales Director in driving Sales and generating new business in Asian market. Assist with leading sales team in Asian Market.

### T-Mobile| Retail Store Manager (08/2020-02/2021) |Retail Assistant Manager (02/2020-08/2020) | Mobile Expert (11/2014-04/2018)

Drive sales, maintain an audit ready store, B2B sales, team recruiting and scheduling, manage inventory, meet store and individual sales goal, manage store daily Ops, Train and supervise mobile experts, organize store merchandise, Lead the sales floor to improve the customer's overall experience

### Spectrum| Store Specialist (08/2019-02/2020)

Reach monthly sales goals while providing excellent customer service, effectively match customers with all telecommunications needs such as Cable, Internet, Home phone, or Cell phone services B2B sales, assist with training sales reps, inventory check in and returns, bill audits, generate new service leads, provide tech assistance to sales reps upon request.

### Sprint| Assistant Store Manager (04/2018-08/2019)

Partner with store manager to drive sales, maintain an audit ready store, B2B sales, Staff, Train and motivate sales reps, manage inventory, and meet store and individual sales goals.

### McDonald's Shift Manager/Assistant Training Coordinator (Aug 2013- Sept 2014) |Crew Trainer (Dec 2012- Aug 2013) |Crew Member (Sept 2012- Dec 2012)

Provide excellent customer service while reaching target sales and time goals. Assistant training director with new and existing employee training, maintain an organized shift by delegating crew members to work in their strengths.