| ***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 withing 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.**