

ZACHARY SHEPPARD

RETAIL SALES MANAGER

CONTACT

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Damascus, AR 

Github.com/fridayanalysis 

EDUCATION

Data Analytics Specialization
Google
2025

Clinton High School
Clinton, AR
2015

SKILLS

Communication
Collaboration
Research
Problem-Solving
Adaptability
Attention to Detail

EXPERIENCE

SQL
R
Microsoft Office Suite
Google Workspace
Tableau

SUMMARY

Experienced and driven Retail Sales Manager. Recently completed Google's Data Analytics specialization coursework, building skills in data visualization, statistical analysis, and predictive modeling. Eager to leverage experience and skills to contribute to data-driven decision-making and strategical planning in the field of Data Analytics.

PROFESSIONAL EXPERIENCE

Retail Sales Team Leader – Apex Communications

Greenbrier, AR | April 2023 - Present

- Analyze individual rep sales numbers for areas of improvement.
- Research past customer accounts for sales opportunities.
- Train sales representatives around following the company sales process to maximize profit with each interaction.
- Get involved with interactions to boost sales. Boosting sales by as much as 30% in individual interactions.

Land Survey Party Chief – Crafton Tull

Conway, AR | May 2019 – March 2023

- Analyzed historical land documents to aid monument locations on sight.
- Conducted field work for ALTA land survey contracts.
- Ensured prompt delivery of field data to AutoCAD drafters to maintain efficient workflow for stakeholder satisfaction.

Home Sales Consultant - Clayton Homes

Conway, AR | March 2018 – May 2019

- Created personalized solutions for new and experienced home buyers.
- Maintained over 50% profit margin as a top 50 Sales Consultants in the company.
- Coached customers through the home buying process to ensure customer satisfaction ratings of over 95%