



ROBERT CULLEN-KEEL

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SUMMARY

I am a full stack web developer with a background of more than 15 years in sales and management that has prepared me for working as part of a team in a fast paced environment. I recently earned my certificate in full stack development from the University of North Carolina.

I have a keen eye for detail and a passion for problem solving. I have experience working in both vertical and horizontal team structures, and am comfortable with both giving and receiving constructive feedback. I enjoy creating simple, easy to navigate UIs, and efficient streamlined backends. My years of management experience have trained me to remain cool under pressure, and know how to prioritize tasks so I can effectively manage my time and provide excellent results.

PROFESSIONAL EXPERIENCE

STORE MANAGER – SHERWIN WILLIAMS (2017 > PRESENT)

- Grew annual sales by 15% in a one-year period during a hiring freeze
- Coach, develop and support team of six, through recruiting and hiring, scheduling, training and delegating work assignments
- Conduct monthly staff performance evaluations to establish career progression plans for key staff retention and reduction of staff turnover
- Build, maintain and grow relationships with key customers, contributing to the long-term strength of the business and brand
- Execute national promotions and develop local promotions ensuring successful execution to effectively counter local competition
- Analyze and interpret market trends affecting sales goals
- Regularly complete internal and external purchase orders to maintain inventory levels
- Assure prompt payment and reconciliation of vendor invoices

ASSISTANT MANAGER – SHERWIN WILLIAMS (2016 > 2017)

- Trained staff and conducted monthly safety meetings to promote staff development, while ensuring employees maintained a technical knowledge of the products and materials used in the store
- Conducted sales calls and resolved customer complaints
- Established quality service by enforcing company brand standards with the staff
- Assigned tasks to employees and oversaw their completion
- Resolved pricing and order discrepancies

ACHIEVEMENTS

- Graduated 1st in my class at the Southeast Regional Assistant Manager Training in September of 2017
- Graduated 1st in my class at Southeast Regional Store Manager Training in March of 2018
- Awarded "Leaders Club" recognition for increasing annual sales more than 5% over budget in 2019

EDUCATION

Durham Technical Community College | Business Administration

UNC Bootcamp | Full Stack Web Development

SKILLS

I am familiar with and competent in the use of: MySQL / MongoDB / The MERN Stack / Progressive Web Apps / HTML5 / CSS / JavaScript / jQuery / Bootstrap / Heroku / Git / API / AJAX / JSON / Unit Testing / Linting / Continuous Integration / React.js / AWS