

TRAE MCNABB

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PROFESSIONAL SUMMARY

Innovative, forward-thinking executive offering over 10 years of success in various leadership roles in the areas of Information Technology consulting, customer support, pre-sales engineering, and global business development. Expert in strategic and tactical planning, client relationship management (CRM), corporate governance, and change management.

5-year experienced as a store manager for a busy, Apple Retail location in the Utah and Colorado area. Extensive experience managing daily operations for the 15-employee establishment ensuring exceptional customer service delivery and desired restaurant outcomes. Motivated and eager to advance internally into a general manager role.

EMPLOYMENT HISTORY

May. 2014 – Nov. 2020
St. George, Utah

Store Manager, Simply Mac

- Identify opportunities for strategic improvement or mitigation of business interruption and other risks caused by business, regulatory, or industry-specific change initiatives.
- Recommend or implement methods to monitor, evaluate, or enable resolution of safety, operations, or compliance interruptions.
- Supervise and assign duties to workers engaged in technical control and production of sales and services.

- Answer questions about product features and benefits.
- Develop prospect lists.
- Order or purchase supplies.
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.

Jun. 2010 – Apr. 2014
St. George, Utah

Sales leader, AllConnect

- Receive payment by cash, check, credit cards, vouchers, or automatic debits.
- Supervise others and provide on-the-job training.
- Deliver prepared sales talks, reading from scripts that describe products or services, in order to persuade potential customers to purchase a product or service or to make a donation.
- Record names, addresses, purchases, and reactions of prospects contacted.
- Schedule appointments for sales representatives to meet with prospective customers or for customers to attend sales presentations.

EDUCATION

Present

Full Stack Development: Full Stack Development

- Utah State University - Salt Lake City, Utah

Jun. 2014

Medical Coding: Medical Coding

- Dixie State - St. George, Utah

May. 2010

High School Diploma: High School

- Desert Hills high School - St. George, Utah