

Evan Finn

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Summary of Qualifications

- 10 years of sales experience, including one year in a management position
- Experienced in training new employees in store procedures, and delivering training on current product knowledge
- Strong interpersonal and communication skills specifically related to customer service and team leading
- Generated sales revenue amounting to over a quarter million dollars in the last two years
- Five-time recipient of "Employee of the Month" award

Experience

The Shoe House Mesa, AZ
Sales Manager 2012-Present

- Maximize sales through extensive product knowledge and exemplary customer service
- Supervise and train staff to maximize sales, through recognizing opportunities, effective communication, and sales strategies
- Responsible for store opening and closing procedures
- Communicate with marketing and advertising partners
- Host sales meetings focused on motivating and training the sales staff
- Analyze sales volume and set goals for upcoming sales period
- Responsible for making decisions pertaining to customers that are situationally based and effectively meeting the needs of customers

The Shoe House Tucson, AZ
Sales Associate 2010 - 2012

- Exceeded all store sales expectations on a regular basis, specifically pertaining to: total sales volume, average sale, and sales per hour
- Created network for repeat business using exemplary customer service
- Established referral network of new clients from current client base
- Successfully explained and demonstrated the features, advantages, and benefits of all store products

Education

Northern Arizona University Flagstaff, Arizona
Bachelor of Arts, Business Administration Anticipated Graduation, December 2013
Management Concentration

Pima Community College Tucson, Arizona
Associates Degree, Business 2010

Experience and Activities

- Group Leader and Counselor for two summers at a YMCA summer camp
 - Implemented the core values of the organization including: caring, honesty, respect, and responsibility
 - Aided in the development and overall well-being of youth
- Participated as a coach with various youth wrestling programs
- Volunteered for two years with youth organization Big Brothers and Big Sisters as a Big Brother
- Member of Pima Community college wrestling team for two years