

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 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

Education

Northern Arizona University Flagstaff, Arizona

Bachelor of Arts, Business Administration

Anticipated December 2023

- Management Concentration

Pima Community College Tucson, Arizona

Associates Degree, Business

May 2020

Experience

The Shoe House Mesa, AZ

Sales Manager

July 2022 – Present

- Maximize sales through extensive product knowledge and exemplary customer service
- Supervise and train staff to maximize sales through recognizing opportunities and effective communication
- 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

April 2017 – June 2022

- 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

Community Involvement

- 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