

DAVID JOHNSTON

SEASONAL STOCK ASSOCIATE

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STRENGTHS

-  **Team Collaboration**
Fostered a spirit of teamwork by supporting peers during busy seasons, members recognized my reliability and strong contributions.
-  **Effective Communication**
Engaged with diverse customer base, translating their needs efficiently to drive service culture and expectations.
-  **Inventory Management**
Streamlined shipment processing and product replenishment, aligning available stock directly with customer demands.
-  **Attention to Detail**
Practiced meticulous handling of markdowns and re-ticketing while balancing compliance with organizational policies.
-  **Adaptability**
Managed shifting priorities in fast-paced settings, demonstrating flexibility and poise amidst high customer volume.

SKILLS

Inventory Management

Customer Service Communication

Team Collaboration

Retail Operations Data Analysis

Safety Protocols

Presentation Skills

Market Research

Statistical Analysis

Problem Solving

SUMMARY

Dedicated and proactive individual with hands-on experience in retail operations and customer service. Proven ability to maintain stock levels, manage product deliveries, and support sales teams to enhance customer satisfaction. Strong communication skills paired with a commitment to adhering to safety and visual standards. Gained executive confidence through a consistent focus on meeting customer demands. Successfully collaborated with teammates, developing strategies that engage customers effectively. Seeking to leverage these skills in a high-energy retail environment where contributions can lead to impactful results.

EXPERIENCE

Seasonal Stock Associate

Active Sports Retailers 📅 June 2026 - Present 📍 Phoenix, AZ

Oversaw the efficient processing of incoming merchandise shipments while fostering an organized stockroom environment. Collaborated closely with sales teams to ensure product availability meets customer demand. Played a crucial role in maintaining store presentation and cleanliness to foster a safe shopping atmosphere.

- Efficiently process incoming merchandise shipments, optimizing stockroom organization for quick access.
- Regularly replenish sales floor inventory, enhancing customer shopping experience through product availability.
- Manage markdowns and re-ticketing processes, ensuring compliance with pricing strategies and inventory accuracy.
- Maintain cleanliness and organization of stockroom and sales areas, supporting a safe shopping environment.
- Collaborate with sales teams to meet store goals and enhance customer engagement through effective stock management.
- Adhere to loss prevention policies, reporting any suspicious activities to management promptly.

Retail Management Simulation

University Project 📅 September 2025 - May 2026 📍 Remote

Developed a comprehensive retail management strategy focusing on supply chain efficiency while collaborating actively with peers. Presented findings to instructors and engaged in constructive feedback that refined strategic goals for the project.

- Utilized inventory management software to track product flow and predict stock needs based on sales trends.
- Conducted market research to identify customer preferences, leading to optimized product placement and promotion strategies.
- Presented findings to a panel of instructors, receiving commendation for clarity and thoroughness in analysis.
- Implemented safety protocols within simulation, prioritizing customer satisfaction and employee safety.
- Engaged in peer reviews, providing constructive feedback to improve team performance and overall project outcomes.

Customer Behavior Analysis

Academic Research 📅 January 2025 - August 2025 📍 Remote

Researched and analyzed customer buying patterns in sports retail, contributing valuable insights for store layout improvements. Collaborated effectively with team members to present findings at a university conference.

Process Improvement

Time Management

Sales Techniques Digital Literacy

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



● Seasonal Stock Associate at Active Sports Retailers (2 Months)

● Retail Management Simulation at University Project (8 Months)

● Customer Behavior Analysis at Academic Research (7 Months)

- Analyzed survey data using statistical software to produce actionable insights for improving store layout and product offerings.
- Gained practical experience in data collection and analysis while presenting recommendations for enhancing customer experience.
- Worked as part of a research team, coordinating efforts for report compilation and conference presentation.
- Maintained focus on ethical research practices, ensuring participant confidentiality throughout surveying processes.
- Developed communication skills essential for stakeholder engagement and conveying complex ideas in simple terms.

LEADERSHIP & AWARDS

- Dean's List Recipient for Academic Excellence in 2024
- Recognized for Outstanding Teamwork in 2025 Retail Case Competition

EDUCATION

Bachelor's Degree in Business Administration

Arizona State University 🎓 GPA: 3.8 📅 2025 📍 Tempe, AZ

Coursework: Marketing Principles, Consumer Behavior, Supply Chain Management, Business Communications

CERTIFICATIONS

- Common Safety Certification 📅 2025
- Retail Operations Fundamentals 📅 2025

TECHNICAL SKILLS

- **Inventory Management Software:** SAP, Oracle NetSuite, Fishbowl
- **Statistical Analysis Tools:** SPSS, R, Excel
- **Data Visualization:** Tableau, Power BI, Google Data Studio
- **Communication Platforms:** Slack, Microsoft Teams, Zoom
- **Point of Sale Systems:** Square, Shopify POS, Lightspeed
- **Project Management Tools:** Trello, Asana, Monday.com
- **Customer Relationship Management:** HubSpot, Salesforce, Zoho CRM
- **Research Methods:** Surveys, Focus Groups, Interviews
- **Compliance Standards:** OSHA, ADA, GDPR
- **Visual Merchandising Tools:** Planogram Creator, Adobe Creative Suite, CorelDRAW

PROFESSIONAL AFFILIATIONS

- Member, Retail Management Association
- Volunteer, Local Food Bank

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST