

David Johnston

Seasonal Stock Associate

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 Tempe, AZ 85281

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 ServiceCommunication

Team Collaboration

Retail OperationsData Analysis

Safety Protocols

Presentation Skills

Market Research

Statistical Analysis

Problem Solving

Process Improvement

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.
- Analyzed survey data using statistical software to produce actionable insights for improving store layout and product offerings.

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)

- 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