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# Avery Brooks

## Retail Team Lead Sales Associate

Retail team lead with five years' experience supervising sales associates, coaching performance, and ensuring sales targets are met in a large department store.

### Contact



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LinkedIn



Miami, FL 33131

### Education

BS in Business Management

Florida International University,  
Miami, FL | May 2016

### Key Skills

- Team leadership
- Coaching & mentorship
- Sales target management

### Professional Experience

TEAM LEAD | JCPENNEY, MIAMI, FL  
APRIL 2019 – PRESENT

- Directed a team of 10 associates to achieve 105% of monthly sales targets.
- Conducted weekly coaching sessions, improving floor performance by 20%.

SENIOR SALES ASSOCIATE | BURLINGTON COAT FACTORY, MIAMI, FL  
JUNE 2016 – MARCH 2019

- Mentored new hires, reducing onboarding time by 25%.
- Organized promotional events that boosted weekend sales by 18%.