



# Shawn White

Retail Sales Floor Manager

## ABOUT ME

### Retail Sales Floor Manager with strong team coordination and upselling experience

Retail leader with 8 years of experience managing large sales floor teams. Combines hands-on floor supervision with performance-driven sales coaching. Committed to driving revenue and creating an efficient, customer-friendly shopping experience.

## PROFESSIONAL EXPERIENCE

### Sales Floor Manager | BestBuy, San Diego, CA

May 2020 – Present


- Led a 25-person team across electronics and appliances departments, increasing department revenue by 19%
- Streamlined stocking procedures to improve floor availability by 22%
- Coached associates on add-on sales, improving average transaction value by 15%

### Sales Lead | Office Depot, Chula Vista, CA

March 2015 – April 2020

- Managed daily shift assignments and mentored new sales associates
- Conducted weekly team huddles to reinforce promotions and upselling strategies
- Earned "Sales Leader of the Month" award eight times

## CONTACT

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 email@email.com

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## KEY SKILLS

- Cross-selling strategy
- Floor team scheduling
- Product knowledge training
- Sales floor supervision
- Stock replenishment
- Upselling techniques

## EDUCATION

- Bachelor of Business Administration  
San Diego State University  
May 2014