

Gregory P. Dearth

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Retail Sales Professional

Store Manager ~ Sales Associate ~ Security Officer

Extremely competent, well-organized, and professional ASE Certified Automotive Parts Specialist with a consistent track of record surpassing standards and goals while employed with the two top retailers in the electronics industry: Best Buy and Radioshack, and a leading Automotive Parts Retailer, NAPA, a Genuine Parts Company. Innovative and motivated, having served as a store manager, assistant store manager, security guard, shift supervisor, and security dispatcher.

Competencies Include

Software:

- ✓ Entire Microsoft Office Suite
- ✓ Sonic Foundry Acid 4.0
- ✓ Paintshop Pro
- ✓ Macintosh OS Systems
- ✓ IrfanView (Image Format Converter)
- ✓ Windows XP, 2000 Pro., 98 OS
- ✓ Open Office Suite

Skills:

- ✓ Aggressive (Commission-paid) Sales
- ✓ Passive (Salary-paid) Sales
- ✓ Staff Training/Evaluation
- ✓ Store Management
- ✓ Store Merchandising
- ✓ Electronic Appliance Connectivity
- ✓ CPR/First Aide Certified

Professional Accomplishments

Obtained fully-certified status in under required time at Radioshack. Entered the 'Manager in Training' program at the age of 19 with a final manager test score of 93%.

Promoted to Store Manager of a Radioshack retail location in Chantilly Virginia at the age of 20 (abnormally young for that position). Consistently held sales gains and awarded for double digit sales gains (ex. +15%) for monthly revenue.

Promoted to Security Supervisor while working for Lerner Corporation within 1 year of employment. Helped implement and establish the new 'permanent dispatcher' position. Promoted to Permanent Dispatcher. Helped create and implement several new policies and procedures including a coordinated evacuation plan for the retail mall property.

Competent in Automotive Parts, obtaining full ASE Certification as a Parts Specialist. Promoted to assistant Store Manager of NAPA Auto Parts in just over one year of tenure.

Education

Diploma ~ Communications ~ G.T.E. Resident Communications Academy, Ft. Gordon, GA

Diploma ~ High School ~ C.D. Hylton High School, Dumfries, VA (senior year)

Frankfurt American High School, Frankfurt, Germany (grades 9 through 11)

Classes: Honors Chemistry, Physics, Astronomy, Advanced Band, Computer Music Composition

Continued

Professional Experience

NAPA Auto Parts #046, Dale City, VA (8/2005 - present)

Assistant Store Jobbing Manager

Promoted to management in just over a year of employment. Responsible for all aspects of store operations in the absence of the store manager, and primarily focused on retail sales, when store manager is present.

Obtained ASE Parts Certification as a Parts Specialist, demonstrating an adaptive knowledge of most automotive systems parts and their functions.

Pearl Paint, New York, NY (10/2004 - 7/2005)

Paper Department

Cashier and Paper Specialist

Specializing in different types of art papers, primarily assisted customers in identifying the appropriate product and handling the duties of cashier.

Helped maintain a large retail section.

Best Buy #483, Rego Park and Elmhurst, NY (3/2003 - 10/2004)

Home Theater Department

Commissioned Sales Associate

Specializing in surround sound systems, projector televisions, audio-video receivers and amplifiers, and DVD recording technologies.

Kept the section clean and organized, while updating the other employees of new products and new knowledge obtained from training.

Dulles Town Center,

A Lerner Corporation Property, Dulles, VA (5/2000 - 2/2003)

Dispatcher, Supervisor, and Patrol Security Guard

Dispatcher: a position requiring attention to detail, incident response strategy, as well as tactful resolve with customer/tenant problems. Responsible for directing and coordinating police, fire and rescue, and mall management with security force in responding to various emergencies and incidents.

Radioshack (Various Store Locations), Chantilly, VA (8/1997 - 2/2000)

Store Manager of #2114, Sales Associate at various locations

Manager: Established a newly renovated store with consistent sales gains and increased commercial (contractor-centered) sales. Upheld stern discipline while raising all subordinates to improved company standards in long distance, cellular, computer, and satellite sales.

Sales Associate: Easily mastered the core certifications and all of the extension certifications required for my position. Helped provide store coverage for absent managers based on level of professionalism and expertise. Immediately recognized for possible management position, and soon transitioned into management training.

U. S. Army, 122ND Signal BN, Deployed, Korea (5/1996 - 7/1997)

Multi-Channel Transmission Systems Operator

Trained in the implementation and maintenance of line-of-sight radio communications systems, in both UHF and SHF bands. Deployed to Camp Red Cloud, South Korea, near the demilitarized zone where several field exercises were held each month.