

Dane Johnson

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OBJECTIVE

To secure a full-time position in a reputable organization that allows me the opportunity to utilize my training and skills, as well as showcase my positive attitude.

SKILLS

- POS system expertise
- Staff training and motivation
- Merchandise displays
- Communication
- Persuasion and influence
- Relationship building
- Customer care
- Negotiation
- Resilience and Persistence
- Inventory Management
- Shipping and receiving
- Teamwork

PROFESSIONAL EXPERIENCE

Steico

Inventory Control • June 2023 - June 2024

- Shipping
- Parts
- Production
- Pulling parts
- Pulling tools
- Tool calibration
- Transferring airplane parts

AFC Enterprises

Lead Sales Representative • Dec 2017- Dec 2022

- Product sales
- Customer service
- Consult on product and strategy
- Account management
- Opened 50 more than new accounts nationwide within 6 months.

Titleist

Shipping and Receiving • Jan 2018 – June 2018

- Manage the shipment and receipt of all products, materials, and supplies.
- Collaborate and communicate with logistic technicians, customer service representatives, service providers, and others involved in the shipment and receipt of products.
- Track, trace, and update the status of incoming and outgoing shipments, RF scanner.
- Promptly unload trucks and facilitate deliveries, sorts and stock receivables.
- Maintain an accurate log sheet of daily moves, scanning inventory, and counting accurately

Frederik Enterprises Inc.

Owner and CEO • Jan 2011-Jan 2015

- Owned and operated Frederik Enterprises Inc. for over 3 years
- Represented multiple clients including DIRECTV inside COSTCO
- Starting with 20 COSTCO locations in the Bay Area & through excellent leadership it expanded to every Costco in the nation.
- Among the top five sales offices, year in and year out
- Number one in sales for the country
- Daily operations include Payroll, interviewing, recruiting, managing expenses
- Ran sales meeting weekly for my employees
- Worked with COSTCO management to increase sales for their products and DIRECTV as well