

# Glenn Davies

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Productivity, leadership, patience and perfection. The four things that I feel are important to the getting a job done. I would like to take my job to the top without forgetting how I got there. The sky is the limit with me, and if I feel like it can not be done, I will find a way to accomplish the goal.

## Work Experience

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### **Retail Sales Representative**

Verizon

September 2021 to Present

Coming to Verizon I brought my past leadership experience with me. This has allowed me to help with the current management and team achieve their goals by offering a seasoned veteran to help train their teams and another outlet to help with both front and back office. While I am only in a sales role here I have been able to help my team as a whole raise their KPI achievements., while also providing top rate customer service. Since I have started with Verizon I have consistently been a leader with my sales metrics.

### **Retail Sales Manager**

Mobily - AT&T Authorized Retailer

October 2019 to June 2021

Retail Store Manager tasked with opening up their first location in the Rocky Mountain Market as an authorized retailer. As a store manager I was tasked with scheduling, inventory, cash management, hiring, assisting my reps with any questions they may have, training, back office management, planogram resets, development coaching, and meeting daily sales goals. By far my greatest achievement was opening up the first location and becoming the top store in the company within the first month my doors were open.

### **Retail Sales, Small Business and DirectTV Expert, MOD**

AT&T

October 2017 to April 2019

AT&T opened me up to another side of sales, to include entertainment and internet.

During my employment I became their Small Business and Entertainment Expert for far exceeding my monthly goals. A few months into my employment I was promoted to full time and as a MOD/lead/key holder. While still being required to meet and exceed my sales goals, I was given further responsibilities of training new reps, leading peer-to-peer sales training, assisting with escalations, and helping the assistant manager and store manager with back office tasks, inventory, cash counts, store resets, and leading a new store to drive more business. My location was a new low volume store, with around 6-10 reps given the time of year.

### **Retail Sales Lead, Business Consultant**

Sprint

November 2014 to March 2017

My location was one of the top 100 stores in the nation and also a service and repair center. Here I helped launch their In Store Small Business program while needing to meet daily, weekly and monthly quotas. Being a lead meant I was first in chain of command to management with on around 12-15 other employees working under me. Tasks were delegated down through management to me making some of my responsibilities to train the new hires, handle the back-end tasks which included inventory, first contact to escalations, opening and closing the store, and being

## Education

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### **High School Diploma**

Palmer High School - Colorado Springs, CO

August 1999 to June 2003

## Skills

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- Sales
- Sales Management
- Assistant Manager Experience
- Cash Handling
- Merchandising
- Retail Management
- Store Management
- Business Consulting
- Customer Service
- Recruiting
- Planograms
- Retail Sales
- Management