Modesto, CA 95356

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Davonte R. Barksdale

Objective

My objective, as a dynamic team leader, is to dedicate my education and training in visual communication, digital marketing, and retail and sales management to the success of an industry leading organization. I graduate Fall 2020 from California State University of Stanislaus and am seeking a long-term position where I can further my career in tech marketing or management.

Experience

2019 -2020 **Best Buy** Tracy, CA

Supervisor & Manager

* Deliver on all aspects of the sales experience within your respective department through all touch points with Best Buy inside and outside of the store (ex. Online, Services, Delivery/Installation, Solutions etc.).
* Drive positive outcomes of key sales indicators within your department in support of Revenue, Margin, and NOP goals.
* Integrate partnerships and 3rd party programs specific to sales, training, and customer facing initiatives to ensure seamless experience.
* Engage customers using selling skills to build complex, connected solutions while maintain a balance of high velocity and high service.
* Motivate, coach, recognize, and performance manage employees to reach their full potential.
* Resolve complex customer issues.

2018 -2019 **Stanton Optical** Modesto & Sacramento, CA

Assistant Sales Manager

* Provided overall direction to the staff in terms of training and performance tracking
* Created a respectable selling environment focused on customer service and achieving business results
* Led by example on the sales floor by preventing walkouts/missed opportunities with the sales staff
* Promoted forward thinking and positivity in the workplace, obtained positive reviews, and suggested tracking and operational improvements within the district in efforts to improve the brand
* Problem solved by troubleshooting spectacles alongside a licensed optician and doctor to adjust or correct spectacles to ensure quality vision for patients
* Resolved problematic orders and issues with patients in a timely and effective manner
* Performed computations for metrics, which were used to update individuals their performances and the team’s performance
* Verified opening and closing procedures were completed

2015 - 2018 **T-Mobile** Modesto & Turlock, CA

Retail Associate Manager

* Awarded @work Top Performer certificate twice (lead the district in small business line activations)
* Interviewed potential candidates and facilitated the onboarding process
* Prepared work schedules and approved time sheets accordingly
* Provided guidance after hours when swapping out visual merchandising/collateral
* Provided one on one coaching sessions to improve subpar sales performances
* Documented and disciplined associates when necessary to correct work behaviors and attendance
* Trained and certified representatives to become mobile experts
* Achieved personal sales goals while selling side by side with other team members to help them hit their goals
* Doubled activation conversion (2.5% to 5.6%)
* Developed logs and trackers to maintain sales and organization
* Drove sales using the “Customer Interaction Model” while promoting a positive and friendly work environment
* Suggested new selling techniques and terms to communicate to customers more effectively
* Conducted audits to ensure quality control and information protection
* Resolved discrepancies in an effective manner, preventing further issues
* Increased traffic by creating promotional flyers and conducting outbound calling campaigns
* Ensured all opening and closing procedures were completed

2015 - 2016 **Aspired Movement** Modesto, CA

Visual Branding Director & Lead Graphic Designer

* Created a visual entity and branding reflective of the start-up organization’s mission and products
* Produced vector designs, logos, and elements using the Adobe Creative Suite
* Provided renders of final product on models
* Researched competition
* Developed and delivered designs before deadlines

2015 - 2016 **Main West Post Acute Care** Turlock, CA

Volunteer

* Planned, organized, and directed activity programs.
* Provided a range of activities that created value for and met resident / patient expectations
* Promoted activities within and outside the facility that stimulated resident interests and well being
* Ensured resident care plans were individualized, updated, accurate and timely.
* Coordinated the transport of residents to and from activities as required

2013 - 2014 **The Chartreuse Muse Art School & Gallery**  Modesto, CA

Art Gallery and School Intern

* Prepared materials for classroom lessons and assisted teachers
* Maintained facility and exhibitions
* Attended artist exhibitions

2009 - 2010 **The Corinthian Newspaper** Modesto, CA

Grace M. Davis High School Newspaper Staff Member

* Interviewed subjects and relevant acquaintances
* Wrote edited material
* Photographed and edited photos to print ready standards
* Laid out photographs and material for cover spreads
* Illustrated material to use for spreads
* Met ad quota by selling advertising spaces to local businesses
* Attended meetings and distributed newspaper across school campus and the local community
* Produced and designed material by designated deadlines

Software Skills

Enterprise Applications

* Salesforce
* Zoho
* Viva

Microsoft Office

* Excel
* PowerPoint
* Word

Google

* Docs
* Sheets

Adobe Creative Suite

* Illustrator
* InDesign
* Photoshop
* Premier Pro
* After Effects

3D Modeling/Sculpting

* Blender 2.8

Basic Computer Programming/Coding

* C++

Digital Audio Workstation

* Logic Pro X

Licenses & Certifications

* Google Ads Search Certification

(ID: 55355840) (July 2020 – July 2021)

* Valid CA Vehicle Salesman License
* Valid CA Class C Driver’s License

Education

2010 - 2020 CSU Stanislaus Turlock, CA

* BA – Studio Art (Summer 2020)
* Minor - Business Administration (Fall 2020)
* Completed a total of 171 extended education units to date

2006 - 2010 Grace M. Davis High School Modesto, CA

* High School Diploma

Achievements

* 4.0 GPA obtained for most recent semester (Spring 2020)
* Hour of Code Certificate of Completion (successfully demonstrated an understanding of the basic concepts of computer science)
* T-Mobile’s 2 time @Work Top Performer (most business activations in district)
* CSU Stanislaus Fall 2013 Dean’s List Recipient
* CSU Stanislaus Spring 2012 Dean’s List Recipient
* CSU Stanislaus Fall 2011 Dean’s List Recipient
* Awarded High School Diploma (2010)

Interests

fitness, traveling, visual branding, graphic design, photography, music production, sports, and gaming

Professional References

George Antypas

Regional Manager

Stanton Optical

San Diego, CA

Phone: (209) 606-3538

E-mail: george\_antypas@yahoo.com

Relationship: Former Brand Manager and Regional Manager at Stanton Optical, colleague at

California State University of Stanislaus

Years Known: 14

Brandon Dawkins

State Correctional Officer

The State of California

Modesto, CA

Phone: (209) 534-9114

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Relationship: Former coworker and colleague at California State University of

Stanislaus

Years Known: 20

Anthony Cannon

Information Technology Site Tech

Stanislaus Unified School District

Phone: (209) 681-1432

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Relationship: Former coworker and colleague at California State University of

Stanislaus

Years Known: 5

Website & Sources

https://www.linkedin.com/in/davonte-barksdale-6884211ab/

<https://www.behance.net/barksdalestudio>

https://thedt4y.tumblr.com

<https://www.csustan.edu/sites/default/files/CAHSS/documents/CHSS_DL_F_2011.pdf>

<https://www.csustan.edu/sites/default/files/CAHSS/documents/CHSS_DL_S_2012.pdf>

<https://www.csustan.edu/sites/default/files/groups/College%20of%20the%20Arts%2C%20Humanities%20and%20Social%20Sciences/Documents/cahss_dl_f2013.pdf>