

3418 ORLANDO STREET  
KNOXVILLE, TN 37917  
812.707.7152  
JOSEPHRBRAY@GMAIL.COM

# JOSEPH R BRAY

## OBJECTIVE

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To use my skills in networking, retail management, and marketing to form a winning partnership with an visionary, active business in Knoxville, Tennessee.

## EXPERIENCE

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August 2014 – Present      **University of Tennessee**      Knoxville, TN  
*VolShop Cumberland Store Manager*

July 2013 – March 2014      **Great Fermentations**      Indianapolis, IN  
*Store Manager (Avon, IN)*

- Recruited and staffed 5 employees for Avon location.
- Created all store displays and merchandising for new store launch.
- Developed network of local homebrewers and winemakers leading to store's Friday Night Club program
- Maintained accurate inventory counts for transferring merchandise through creation of tracking process.

September 2011 - April 2013      **Eddie Bauer Outlet**      Sevierville, TN  
*Guide & Assistant Store Manager*

- Led store sales team to largest comp sales increase in two-year period.
- Redesigned stock room layout leading to increased product flow and efficiency.
- Received 15+ customer compliments by name on customer satisfaction surveys in a one year term, creating customers for life.
- Fostered networking with National Park Service providing 3 special sales promotions for volunteers and increasing local clientele base.

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February 2011 – September 2011    **Eddie Bauer Outlet**    Edinburgh, IN  
*Assistant Store Manager*

- Held successful mall-wide networking event which led to building 20+ business contacts and 12 candidates when finding my own replacement in transferring to Sevierville, TN.
- Developed checklist for store operations which was adopted for district- wide usage.
- Conducted workshop for struggling stores on the company's loyalty program leading to an average 10% lift.

September 2004 – February 2011    **This Old Guitar**    Seymour, IN  
*Assistant Manager / Instructor*

- Sold and demonstrated various musical instruments.
- Taught musical instruction for guitar and ukulele.
- Maintained lesson schedules for 20 instructors and 300+ students.
- Staffed and scheduled Columbus, IN location's 5 employees.
- Created and updated store website on monthly basis.

## EDUCATION

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2005-2008                            **Johnson University**                            Knoxville, TN

*Bachelor of Science | Preaching & Church Leadership*

- Student Government Association Treasurer
- Paid Intern at First Christian Church – Knoxville, TN
- Class of 2009 Consistory Member
- Member of Rappelling Club

2008-2009                            **Cincinnati Christian University**                            Cincinnati, OH

## INTERESTS

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Outside of working, I enjoy spending time with my peers, and family. I also enjoy reading, hiking, cooking, volunteering at church, and fermenting foods & beverages.

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