

Site menu:

[Home](#)

[About](#)

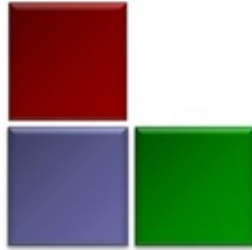
[Résumé](#)

[Portfolio](#)

[Photographs](#)

[Projects & Pics](#)

[Contact](#)

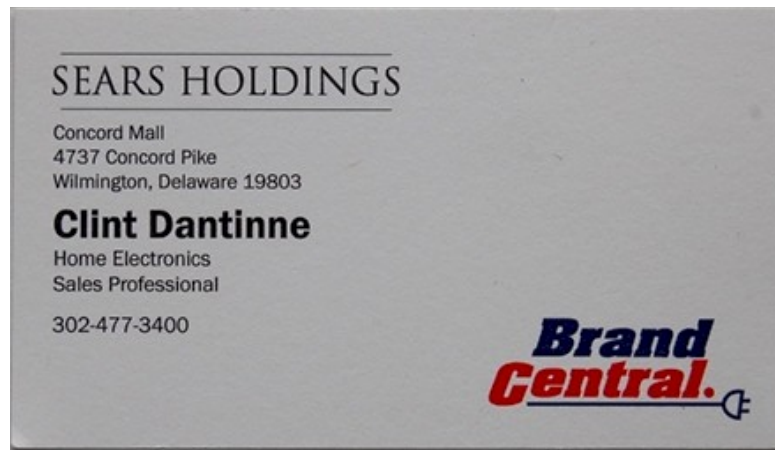


Clint Dantine.com

Portfolio Sears

Click [HERE](#) to see his Back in the Day jobs page.

Sears Holdings



Clint Dantine, Sales Professional - Sears Holdings - Business Card

Blue Crew associates also use iPads on the sales floor as an effective technology for assisting and communicating with customers in this digital age.

Clint Dantine has worked in retail over the years at companies including Wilmington Dry Goods, Tigues Pharmacy, Super*Fresh Food Markets, Walt Disney World, and Circuit City. Click [HERE](#) for details on those earlier jobs.



Transitioning from [Dance Radio Network LLC](#), Clint took a part-time sales associate job at the Sears Concord Mall home electronics department in May 2012 while still maintaining [Colonel C Disc Jockey and Photo Booth](#). "I have worked in broadcasting for 25 years (1987-

2012), and Sears is just what I needed for a change of pace," says Dantinne. "I have always been a loyal Sears shopper, I love technology, and I enjoy being around people."



At Sears store #1853, he helped with two major department overnight refurbishing team projects by installing many new display televisions and sound systems. When the Sencore HDTV 996A VSB player (video distribution system) carrying the store promotional announcements crashed in

September 2012, Clint was able to quickly remedy the crisis for store management by utilizing his prior engineering skills. He also helps with department pricing, inventory, and telephone support. As a sales professional, he tracks his metrics carefully. For his sales contributions, he received the prestigious *Best of Blue* honor.

Clint Dantinne earned CE Certification through extensive online course then testing.

Clint stays up-to-date on consumer electronics that includes televisions, sound systems, cameras, phones, and other electronic devices. In addition to periodic online testing from CyberScholar, he reads *Sales Today* monthly magazine (confidential Sears internal training material), utilizes *Pebble* (communication platform for Sears Holdings associates to communicate new ideas and offer feedback, share best practices, ask or answer questions, celebrate successes, provide insight on the needs of our Members, and give recommendations for increasing sales), embraces the Digital Journey, and receives daily emails from the Consumer Electronics Association.



Pictured is Clint attending Consumer Electronics Week in New York (June 2013).

Keeping relevant with televisions and consumer electronics, he attended [Content & Communications Conference](#) in New York (November 2012 & November 2013), [Government Video Expo](#) in Washington DC (November 2012), and [National Association of Broadcasters Show](#) in Las Vegas (April 2013). He also attended [CE Week](#) and the [Ultra HD Conference](#) at the Metropolitan Pavilion in New York (June 2013).



Santa Clint

The last shopping day before Christmas 2012, Clint was asked to don a **Santa Claus costume** for the Sears Concord Mall store.



In character as Kris Kringle, he greeted shoppers while distributing treats and posing for pictures. Clint was again Santa for Christmas Eve 2013, which was his final day working with the company.

DJ Clint

On April 29, 2013, [DJ Clint](#) provided disc jockey and uplighting service to the Sears Concord Mall store for their highly publicized Diamond Restyling and Remount event. Click the [YouTube clip](#) to hear a sample of the recorded announcements.

Grand Opening

Incidentally, Clint attended the grand opening ceremony of this Sears Concord Mall store in Wilmington, Delaware as a young customer on September 22, 1992.



For the Sears Concord Mall 20th anniversary, he produced a promotional video for the store shown continuously within the television department. Click this [YouTube](#) video to see a revised 30 second promo Clint created in May 2013.



This is an original pin given out from the September 22, 1992 Sears Concord Mall grand opening. Governor Mike Castle was on hand for the ribbon-cutting ceremony and local radio celebrity Jim Stoddard hosted the remote broadcast on [WJBR-FM](#).

The previous year, Clint had visited the Sears Tower while in Chicago. He is aware of Sears company history, including WLS (World's Largest Store) radio station.

Sears Job Description

Consultative Sales Associate (Base) - This position enhances the experience of our customers and drives profitable sales by providing proactive consultative sales assistance and support to customers and performing sales support activities to maintain a clean, in-stock, orderly and well-merchandised sales floor for conducting sales activities.

Responsibilities and Requirements:

- Takes ownership for enhancing the customer experience, assisting customers by utilizing approved consultative selling practices and guidelines to identify customer needs and provide appropriate solutions.
- Completes required training in the expected time frame and participates in ongoing learning opportunities.
- Maintains current knowledge of merchandise lines, product features, benefits and availability, and, if applicable, delivery, installation and/or service options, to respond to customer needs.
- Understands website navigation and store to web order processes and leverages these options for customer solutions when the product is not available in the store.
- Processes customer transactions in the Point of Sale system, includes sales, returns, exchanges, etc. in accordance with authorized procedures.
- Fully optimizes credit and gift card opportunities.
- Meets or exceeds associate contributions/department productivity standards.
- Partners with other selling and sales associates and cashiers to provide superior customer service (i.e. locate merchandise, assist customers, answer phones, ring register, etc.)
- Maintains merchandise standards and Ready All Day standards within assigned departments, including replenishment and housekeeping for associates in all departments; ad set up and take down, etc.
- Adheres to merchandise protection standards.
- Uses basic internet navigation to access and print information/reports.
- Performs other duties and projects as assigned.

Clint created a series of 4x6" cards posted at the checkout area to assist sales associates. Clint created a Smart Shopper checklist to assist in sales and achieving metrics. He also posted this [YouTube clip](#) on television buying decisions.



In 2013, Sears Holdings adopted the cultural beliefs from "Change the Culture, Change the Game: The Breakthrough Strategy for Energizing Your Organization and Creating Accountability for Results" by Roger Connors and Tom Smith with the new mission "*to serve, delight and engage our members while they shop their way.*"

Sears initiated a new online learning curriculum in 2013 to instruct best practices, company culture, and product knowledge. Clint successfully completed and passed the courses then became 'CE Certified'.

Consumer Electronics Association - Industry News