# **Retail Manager REsume (Combination)**

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### **Professional Profile**

* **Experienced manager**: 6 years of industry experience in sales and management
* **Leadership**: Led teams of up to 15 salespeople while motivating them to increase sales and promote brand recognition and loyalty
* **Results**: Constantly going the extra mile: went over sales forecast by $150K two years in a row
* **Awards**: Won top area store based on annual sales growth

**Skills**

* Leadership and management training and background
* Strong expense and account management
* Excellent memory and attention to detail – mastery of in-store logistics, systems, and inventory
* Native English, proficient spoken Spanish

### **Relevant Work Experience**

**Abercrombie and Fitch**

retail manager | houston, tx | Jan 2012 – Present

* Exceeded sales forecast by $150K in 2014 and 2015
* Composed branch budget with goal of cutting costs – met goal of cutting costs by 22% through analysis of sales and customer satisfaction data
* Pioneered sales processing that increased sales by 5-10% and came to be used and taught by corporate office
* Launched seasonal sales campaigns and organized store for them, leading team to re-stock and decorate in under 24 hours
* Won top store in Los Angeles area, acknowledged by headquarters

**H&M**

assistant manager | farmington houston, tx | Aug 2010 – Oct 2012

Supported the store manager in increasing our month-to-month sales revenue by 15%

* Assisted in increasing quarterly sales revenue by 10% each quarter for 2+ years
* Hired and trained 20+ sales associates and motivated them to become high selling and hardworking team members with strong knowledge of inventory
* Adhered to company standard operating procedures (SOP) ensuring store merchandise and cash were safe and handled professionally
* Helped to coordinate sales associate weekly schedules and new employee training systems
* Provided strong service to customers, increasing customer loyalty and ensuring high rate of repeat customers

**Education**

**Santa Monica City College, Santa Monica, CA**

Associates Degree in Business Administration, may 2013