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| Jane Doe**Retail Industry Manager** | 123.456.7890janedoe@gmail.comlinkedin.com/jane-doewww.janedoe.com |
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| **History of orchestrating successful sales strategies** and marketing initiatives designed to increase revenue. Strong background in retail sales.**Inventory planning, branch management, and operations oversight experience,** with nine years in progressive roles with large regional chains.**Refined relationship-building skills** and experience working collaboratively with vendors and customer-facing sales staff.**PROFESSIONAL EXPERIENCE****Assistant General Manager**Grayson’s Furniture Stores, Jacksonville, FL, 2011–PresentJoined as Assistant Manager, promoted rapidly through a series of increasingly responsible management positions based on strong financial, operating, and team Leadership performance. Currently manage 160-plus employees at six regional locations.* Increased profit $5 million amid tough economic pressures.
* Reduced absenteeism 47% and turnover 35% with strategies to recruit, train, and retain high-quality employees.
* Implemented next-generation POS technology.
* Reduced annual purchasing costs 3.5%.

**Manager, Multiple Store Locations**Boaters World (Virginia/Maryland Regional District), 2007–2011Coached and led a 13-store district with 150 employees. Educated customers on products and provided customized solutions for increased sales. Drove growth by focusing on customer service, merchandising, and teamwork.* Launched new safety product in response to regulatory requirements and sold $2 million in first year.
* Cut operating budget 20% by implementing cost-saving initiatives.
* Received three “Top Sales Producer” awards. Ranked No. 4 out of 214 sales associates nationwide.
 | **SKILLS** Merchandise Planning and AllocationFinancial Planning and Profit AnalysisPOS Software (Lightspeed, ShopKeep)Inventory Shrinkage ControlSales CoachingQuickBooksMultisite Retail OperationsMerchandising StandardsVendor Relations and Negotiation Employee Training and Development **HIGHLIGHTS**Financial responsibility to **$35 million**Achieved record sales in multiple markets up to **40% sales growth**Hired and trained more than 50 employees10-year proven sales growth track record**Won 14 “Branch Manager of Month”** and **“General Manager of Year”** awards for profit and revenue growth**EDUCATION** **Bachelor of Arts**, cum laudeUniversity of Virginia, Charlottesville, VA**Capstone project**, Coaching Skills for Managers course |