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## **Store management specialist, 12 years' experience**

**Career objective:** To become a store manager in the renovation sector

### **Summary of qualifications**

- Recognized selling skills
- Organization and thoroughness
- Leadership
- Expert management skills
- Speed and efficiency
- Good listening skills

### **Professional experience**

2014 – 2022 Company AAA

**Store manager**, \$300 K in sales per month

- Supervised a team of 15 employees
- Set daily priorities
- Allocated and planned work for staff
- Managed, trained and recruited staff
- Updated the workforce plan
- Continually improved store appearance and layout
- Managed inventory and purchases
- In charge of account and expense control
- Assessed prices and set up promotions
- Supervised orders and listings
- Negotiated with suppliers
- Controlled the store's security standards

=> **Results:** decreased staff rotation by 30% and increased sales by 20% in 3 years

2010 – 2014 Company BBB

**Store head**, Sales of \$275 K a year

- Supervised 10 employees

- Recruited new salespeople
- Managed product purchases and inventory
- Tracked margins
- In charge of price control
- Responsible for competitive monitoring
- Participated in trade fairs
- Had the initiative to implement a new merchandising plan
- Responsible for analyzing business trends and building team awareness

=> **Results:** significantly improved customer retention and increased sales by 25% in 4 years

2005 – 2010 Company DDD

### **Management coordinator**

- Supervised the salesperson
- Negotiated contracts (quality, price, lead times)
- Followed up files (dunning, billing control, litigation)
- Searched for and selected new products and suppliers

### **Education and development**

- Have taken over a dozen training courses and seminars throughout my career: management methods and techniques, finance, sales techniques, marketing, personnel management, merchandising, etc.
- DEC in business management (2002)

### **Social commitment**

Treasurer and member of the "Renovating together for children in difficulty" association