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| Jane Doe  **Retail Industry Manager** | 123.456.7890  janedoe@gmail.com  linkedin.com/jane-doe  www.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–Present  Joined 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), 2007–2011  Coached 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 Allocation  Financial Planning  and Profit Analysis  POS Software  (Lightspeed, ShopKeep)  Inventory Shrinkage Control  Sales Coaching  QuickBooks  Multisite Retail Operations  Merchandising Standards  Vendor 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 employees  10-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 laude University of Virginia, Charlottesville, VA  **Capstone project**, Coaching Skills  for Managers course | |