

Sample Retail Sales

Contact info

Summary of Qualifications

I am a retail sales + operations manager whose 10+ years' experience in specialty and big box retailing has helped achieve profitability through sales generation, merchandise flow processes + facility maintenance. Most important, I cultivate top talent through recruitment, training + retention. By employing strategic management, I created new revenue streams through local business networking within NYC's SOHO shopping district, allowing Luxottica to capture 55% of luxury eyewear market share.

I am also available to consult on retail outlet launches, product display, branding + employee training projects.

Core Competencies

- Inventory Management
- Merchandize Flow Process
- Sales Generation
- Workforce Management
- Staff Development

Notable Achievements

- Managed launch of Luxottica's innovation flagship store in NYC
- Captured 55+% of market share by expediting new products to market
- Achieved 99% in sales (2011) +105% (2012) within region
- Reached 3rd place in sales volume out of 17
- Brought Luxottica customer loyalty to a record top 5 through phone captures
- Achieved increase of over \$.5M in beauty product sales for Victoria's Secret in 2008
- Implemented programs that resulted in "2-minute" transactions

Professional Experience

Luxottica, NY, NY

2011 - 2014

General Manager

- Managed team of 56 retail sales professionals with full responsibility for \$6M flagship store's sales + operations
- Trained Regional Store Managers
- Recruited diverse, high-performing sales team that related strongly to client demographics

Victoria's Secret, NY, NY

2005 – 2011

Co-Manager

- Implemented in-store visual displays and product presentations
- Created employee performance assessment plans
- Led cashier training and credit card workshops
- Instituted cross-functional initiatives to achieve Company's educational goals
- Conducted unscheduled mini audits to identify problems and developed follow-up action plans
- Exceeded corporate sales goal of \$17M by \$.5M

Additional Career Highlights

From 2000 – 2005, I was assistant manager at the iconic Le Cirque restaurant as well as Olica Restaurant + Cello Restaurant in NYC, where I handled operations and customer satisfaction.

SBW Events

2002 – 2003

Consultant

- Organized logistics + venues for trade shows, conferences, weddings + other celebratory events
- Booked talent + managed wait staff

Education

Belize Technical College, Belize

B.S. – Business Administration