



Resume Sample V

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SUMMARY OF QUALIFICATIONS

Operations focused **Retail and Business Management Professional** with extensive diversified experience in market analysis and identifying opportunities to maximize sales and profit. Balanced business perspective focused on top line growth while managing expenses. Recognized as a leader with demonstrated ability to implement solutions through staff development, mentoring and training employees to grow into leadership roles. Strong track record of consistently achieving objectives, goals and business plans. Possesses excellent people, communication, organizational, and analytical skills.

CORE COMPETENCIES

- Direct Sourcing
- Leadership Skills
- Mentor, Teacher, Trainer
- Negotiation Skills
- New Product Introduction
- Change Management
- Conflict Resolution
- Interpersonal Skills
- Strategic Marketing
- Relationship Building
- Finance Management
- Metrics/KPIs

PROFESSIONAL EXPERIENCE

RIGHT MANAGEMENT, Florida/Caribbean Region, Ft. Lauderdale, FL 2007 – Present
Targeting new corporate business sales opportunities in organizational consulting and outplacement. Developing business strategies for future growth and monitoring progress. Executing training and providing transition development to executive and non-executive levels, assisting outplaced employees to set new career goals. Guiding corporate clients in planning and implementing employee separations and employee development in workforce to build stronger and more nimble organizations.

Doriano, Miami, FL 1986 – 2006

Procurement Director (1991-2006)

Managed \$50M area with direct accountability for sales, gross margin, and employee development. Supervised staff of up to 20+. Set corporate financial objectives and implemented appropriate strategies to achieve desired results. Negotiated advertizing, marketing plans, and vendor space and location placements. Planned in-store promotional activity, and facilitated seminars. Reported to Senior Vice President of Merchandising.

- Achieved the #1 corporate sales and gross margin increases for the last six years within area of responsibility. Worked cross-divisionally with HR, Public Relations, Expense Control and Planning to grow the business. Led with team appropriate attitude in order to maintain a “can-do” solution environment.
- Improved inventory turnover from rank #5 to #2 corporately. Managed receipt flow to maximize investment and merchandise sell through. Worked with vendors to negotiate appropriate levels of inventory, allowances, newness reorders and returns to vendor. Solved merchandise flow issues that resulted in a 97% in stock position.
- Promoted 20+ direct reports to various levels during the past 15 years through coaching, training, mentoring, and leadership development. Handled employees with disciplinary action by coaching and counseling to improve performance.
- Spearheaded store intensification programs that have been adopted by national vendors and are now utilized throughout the industry.
- Launched new cosmetic vendor which increased sales by 46% in first year by building and maintaining store and vendor relationships. Worked with PR to market and promote vendor by designing, coordinating, and directing in store special events.

Executive Consultants of New York, Corp.

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- Transformed Cosmetics Division from poorest performer in corporate sales to #1 within one year period and maintained growth. Built vendor relationship, generated new marketing concepts to add to vendor program. Only division with plus sales in 2003, maintained market dominance +8.7% in 2004, #1 corporately in 2005. Only account with plus increases in Gift with Purchase Spring 2006 +6%.
- Grew Prestige cosmetic vendor, Lamonte. Implemented special event program, increased makeup artist vendor support, negotiated additional advertising and expenses that would be offset by sales. Grew Foundation business +32% for 2005, Flagship store achieved #4 rank in sales volume nationwide, maintained market dominance and #1 sales increase corporately 2001 through 2004.
- Maintained a dominant market leadership position in a highly competitive environment through revitalizing special event program, new product introductions, driving Gift with Purchase promotional strategy and instituting holiday value strategy. Negotiated additional advertising and made appropriate plan adjustments to maximize sales, added incentives for teams and store personnel, and focused on vendor execution. Developed additional marketing programs in the past two years to maintain sales and eliminate loss which resulted from Hurricane store closures.
 1. Special event program Sharmon +34%, Lamonte +39% FOR 2005, CONSISTENET +10% growth since 1996.
 2. Gift with Purchase for 2005 and 2004 expanded growth companywide, consistent +3 to +7% growth since 1996.
 3. New products +26% 2005. +15% 2003, +25% 2000.
 4. Holiday programs +6% 2005. Led nation in value sets and blockbuster sells through 2003-2005.
 5. Lamonte Prestige line +5.5% higher penetration than national average for 2004 and 2005.
- 2004 Leadership Award for Territory.
- 6 time Chairman's "Bestie" Award winner, awarded to individuals leading a team to superior results.
- 3 time Chairman's "Buyer of the Month" recipient for outstanding results in sales and gross margin.
- Appointed a buyer's mentor, actively involved as screening interview executive for potential new hires for corporate headquarters.
- Selected as TV spokesperson for news cast highlighting new products in cosmetics for new Flagship store renovation.
- Served as a corporate Executive Trainer.
- First buyer in the country honored to attend Loreno training program recognizing leadership and development skills to enhance corporate partnerships as well as personal growth.
- First buyer appointed as Territory cosmetic representative to Macy's Steering Committee.

ADDITIONAL EXPERIENCE INCLUDES

Giordano's, Miami, FL
Buyer/Men's Shoe's

Giordano's, Miami, FL
Assistant Buyer Men's/Children's Shoes

EDUCATION

Bachelor of Science (BS), Clothing and Textiles, Florida State University, Tallahassee, FL
Minor in Marketing

COMPUTER SKILLS

MS Word, MS Excel, MS Outlook, MS Windows, Lotus Notes

COMMUNITY INVOLVEMENT

Served as United Way Chairperson
Volunteer – "Race for the Cure" Miami, FL

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