

Manny Manager

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OPERATIONS MANAGER

Guiding retail operations to continuing levels of efficiency and success

Results-oriented Operations Manager with 5 years' experience on-boarding, developing, and motivating high-performance teams that consistently produce upwards sales growth.

Key skills include:

- Recruiting, Staffing, and Training
 - Business Reporting
 - POP, SKU, and Inventory Integrity Audits
 - Supply Chain Optimization
 - Warehouse Organization
 - Loss Prevention / Inventory Control
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PROFESSIONAL EXPERIENCE

MUSIC CENTER, Raleigh, NC

OPERATIONS MANAGER (January 2015 – Present)

Partner with Store Manager and task associates to ensure seamless operations of high-volume retail store operations. Scope of responsibilities include: inventory management, merchandise resets, staffing, training, shipping and receiving, and financial and operational reporting.

Key accomplishments:

- Spearheaded introduction of new planograms that increased sales by 40% within one month.
- Consistently surpassed ambitious EBITDA, sales, and margin goals by more than 5%.
- Introduced sales incentive and employee recognition programs that increased staff retention by 80%.

TOYS FOR ALL, Raleigh, NC

STORE MANAGER (September 2012 – December 2014)

Held key-holder responsibility for hiring, training, and supervising 50-member workforce. Managed daily store operations, formulated strategic marketing and promotions initiatives, and communicated sales and productivity goals to team members.

Key accomplishments:

- Introduced new customer appreciation program that reduced churn by 60%.
 - Coordinated high-profile seasonal sales events producing more than \$100K in sales.
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EDUCATION

NORTH CAROLINA STATE UNIVERSITY, Raleigh, NC

Bachelor of Science in Business Administration (Operations and Supply Chain), 2012