

# Bob Parsons

## Retail Management

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## SKILLS

Interpersonal Communication  
Training & Development  
Strategic Thinker  
Sales Performance  
Customer Service

## CAREER DEVELOPMENT

AT&T Retail Management  
Development Program Participant

AT&T District Operations Expert

CVS Management Trainer

Best Buy District Inventory  
Specialist

Best Buy Market Accessory Trainer

Best Buy District Product Process  
Lead

## RECENT EDUCATION

Full Stack Web Development  
Nanodegree, in progress  
Expected 6/2017, Udacity

Intro to Programming Nanodegree  
4/2017, Udacity

## ABOUT ME

Actively pursuing a career change into Web Development. Enthusiastic team player with a strong work ethic, advanced problem solving skills and training skills. Strong leadership skills including team development, leadership development and sales performance.

## EMPLOYMENT

### RETAIL STORE MANAGER at AT&T Mobility

Kansas City, MO ▪ 2/2012 – current

- Opened AT&T Flagship Store of the Future.
- Consistently increased store Customer Satisfaction, Revenue and Operations Effectiveness
- Developed and ran Leadership Development Program resulting in Assistant and Store Manager Promotions.
- AT&T Awards including, Most Improved Location (3 Locations), Top Store in Market (3 Locations), Most Valuable Manager, Highest Year over Year Growth Increase

### OWNER at Modern Marketing Solutions

Kansas City, MO ▪ 5/2010 – 2/2012

- Developed, marketed and sold a full range of Marketing products targeted towards Small Businesses, including Website Design and Printed Marketing Material.
- Solicited and developed new business accounts by cold calling, customer referrals and networking.
- Grew existing relationships by worked closely with clients to identify their needs to provide solutions-oriented products and services.
- Negotiated prices, credit terms, terms of sales, service agreements and other bid specifications.

### STORE MANAGER at CVS/pharmacy

Kansas City, MO ▪ 2/2006 – 5/2010

- Led market in revenue growth and margin for 3 years.
- Led Management New Hire Trainings for district.
- Averaged 20% YOY Sales Increase for 3 Years, while increasing Gross Profit 18%

### STORE MANAGER at Best Buy

Montgomery, AL ▪ 11/1999 – 12/2005

- Held multiple management positions including Sales Manager, Inventory Manager and Product Process Manager.
- Responsible for sales revenue in excess of 50 million dollars, inventory levels over 1 million and staff of over 120 Associates.
- Set multiple sales records, including 1st to 1 Million in Black Friday Sales in Region.
- Created interactive displays used throughout company.
- Developed a comprehensive training program for new sales associates.
- Multiple District wins for top Sales and Shrink.