

PROFESSIONAL EXPERIENCE

Burton Snowboards - Manhattan, NY Store Manager 03/2012-Present

- Managed the NYC Flagship location for 6 years – Successfully managed a team of 20 people at a fast paced, multimillion dollar NYC Flagship retail store
- Surpassed goal expectations and put the store at \$7 million yearly
- Responsible for creating schedules, managing payroll, and P&L reports
- Developed and executed training programs now implemented company wide
- Developed what is now a loyal and strong client base- taught staff the benefits and importance of clienteling to establish long term relationships
- Responsible for our store's social media which includes Instagram and Facebook pages - oversee/approve all content uploads
- Responsible for developing marketing strategies for increasing sales and foot traffic - developed and executed all shopping events at the store to get local businesses in the community more involved and aware of our brand
- Responsible for managing inventory lead and all inventory needs - floorsets, shipping, receiving, and inventory accuracy
- Responsible for overseeing all visual merchandising - ensure all visual standards are met and withheld
- Successfully managed a change of store location – in charge of all aspects of closing one location as well as opening the new one – being on schedule, managing the distribution of old product to other stores, and accurately receiving the shipments of new product
- Spearheaded the team implemented to determine our new store location
- Hired and trained 15 new employees before new location opened
- Increased sales by 10% from opening year to present

The Solar Energy Company - Santa Barbara, CA Sales Manager 07/2010-11/2010

- Sold and installed solar electric systems through the most established solar company in California
- Managed sales team? – ensure all deadlines were met and excellent customer service was always provided
- Managed the company's solar booth at home shows and generated many leads
- Met with local contractors and developed relationships and referral programs to mutually benefit both companies

The Energy Firm, Bridgehampton, NY Sales Manager 05/2008-07/2010
Home Depot Solar Program

- Managed multi--phase evaluations – this included qualification and system design of home solar systems for sales prospects from 13 Home Depot Store locations
- Managed the sales team and made sure all deadlines were met and excellent customer service was provided
- Personally contacted and interfaced with 75-100 prospects weekly to analyze solar electric feasibility and design solar systems that range in price from \$20,000-\$60,000
- Calculated electrical load/usage and design systems to qualify for maximum LIPA rebates and maximize solar energy production
- Conducted in-home visits to build customer relationships, confirm dimensions, and execute contract of sale
- Responsible for in-store Solar Seminars, One on One Solar Clinics, and Lead follow up to successfully drive sales
- Recognized by Home Depot "Voice of the Customer" for perfect 10 scores for exceptional customer service.
- Achieved sales goals of \$1,000,000 + with 20 individual contracts of sale.

Education:

August 2008

University of Colorado at Boulder
Environmental Studies Major
Architectural Studies Minor

Skills: Proficient in Retail Pro, MS Excel, MS Word, PowerPoint, Instagram, Facebook, Google Sketch-Up, Auto-CAD, Salesforce, complex cash register systems