

CHRISTOPHER BALLETO

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PROFESSIONAL SUMMARY

Results focused Manager with effective leadership skills relatable to any business hierarchy. Very tech-savvy well versed in management techniques that are sales and productivity driven. Strong belief and in an accountability centered culture to promote positive outcomes while maintaining a fun, pleasant work environment.

SKILLS

- Excellent Interpersonal Communication
- Strong Focus on Driving Sales
- Leading Presentations and Meetings
- Problem Solving
- Performance Management
- Resolving Conflicts
- Great Computer/Technology Aptitude
- Customer Relations

WORK HISTORY

07/2014 to
Current

Executive Team Leader - Logistics

Target Corporation (Stores) – Menomonee Falls, WI

- Interviewed quality job candidates and made staffing decisions based on department workload and seasonal sales trends.
- Successfully managed all logistics operations of one of the highest volume stores in Wisconsin with the highest Q4 Sales volume in the Milwaukee Area.
- Managed Staff of over 170 Team Members, 5 Team Leaders and their work-centers (Logistics, Backroom, Presentation, Pricing, and Facilities Management).
- Daily interaction and problem solving of guest issues and promoted a guest first service culture within the store.
- Recognized, coached, and managed performance of team members and team leaders based on their individual performance and the performance of their respective work-centers
- Lead 2015 4th Quarter Logistics Planning Meeting for all Milwaukee Area Logistics Leaders
- Increased profits through effective sales training and troubleshooting profit loss areas and merchandising direction resulting in a 2+% comp in 2015 Fiscal Year and trending to make a 7+% sales comp increase for 2016 Fiscal Year.

01/2012 to
07/2014

Executive Team Leader - Human Resources

Target Corporation (Stores) – New Berlin, WI

- Oversaw all Human Resource operations of over 150 team members including staffing and hiring decisions, state compliance, resolving personal conflicts, succession planning, scheduling, as well as Leader-on-Duty functions.
- Promoted an open-door culture to encourage team members to come chat about any personal issues, store issues, and performance concerns.
- Served as a district assessment captain and traveled to other stores to complete their assessments to uncover and help resolve process gaps.
- Reduced turnover year-to-year and made company set store goal for total turnover each year.
- Increased store team's "engagement" and "intent to stay" measured by yearly survey results.
- Received a 94% positive rating from the store team when asked if they were comfortable talking to their HR Leader, a 16% increase from the year prior and the highest rating in the district.

11/2010 to
01/2012

Job Placement Specialist

Pioneer Center for Human Services – Mchenry, IL

- Counseled clients to help them understand and overcome personal, social and behavioral problems.
- Worked with individuals with Developmental Disabilities and Mental Health issues on a daily basis to help them find jobs in the community.
- Helped team interview skills, resume skills, and assisted in filling out applications for positions in the community that they were interested in.
- Made partnerships with local businesses to educate them on the services that we provided as Job Placement Specialists and how hiring our clients can make a positive impact on their business and create independence our clients.
- Worked closely with the State Department to advocate on the behalf of the client and make the best possible employment decisions for the clients based on their individual needs.

EDUCATION

2010

Bachelor of Arts: Psychology

Eastern Illinois University - Charleston, IL

- Bachelor of Arts in Psychology – GPA 3.6
- Communication Studies Minor – GPA 3.25
- Overall GPA – 3.2
- Dean's List 2 Semesters