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| **Hilina** Haile  206-788-7143  Hmhaile2017@gmail.com | www.linkedin.com/in/hilinahaile |
| |  | | --- | | Client centric leader with 10+ years of cross functional team management experience, conducting predictive analysis to determine organizational business needs. Passionate about providing software solutions for internal clients, by leading them through the project lifecycle. | |

# Education

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| June 2018BA Media and communications, University of washington Dean’s list 2016-2018 |
| july 2016associate of art and humanities, bellevue college Emphasis on psychology. June 2019PROJECT management PROFESSIONAL, UNIVERSITY OF WASHIGTON fOSTER SCHOOL OF BUSINESS |

# Experience

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| 10/01/2017 – presentMarket Manager Luxottica Group Hired to launch multiple programs including software solution to improver HR, sales and business operations.   * Oversaw the implementation from E-scheduler to Kronos by acting as a subject matter expert to the sales team. * Completed deliverables under budget and conducted training workshops. * Developed relationships with primary stakeholders to gain buy-in and communicated KPI results with upper management and product developers to help stakeholders make an informed decision. * Experience working with Kronos, E-scheduler, Microsoft retail, and Workday. * Responsible for a team that is at 100% in all software update training saturation * Troubleshooting client issues and managing their expectations |
| (Haile, Hilina-resume, cont.)07/23/2014 – 09/30/2017Manager, Aldo Group Hired to implement new strategies and initiatives to promote profitability and satisfaction with both external and internal clients.   * Developed project plan and insured execution in a timely fashion and excellent quality that **acquired +10% on yearly sales budget.** * Conducted testing phase for new marketing strategies and providing feedback to marketing and operations department for implementation phase * Identify recruiting and training needs and advice on solutions     **09/02/2011 – 07/20/2014**  **ASSISTANT MERCHANDISING MANAGER**, TALBOT  Hired to trained 15+ employees with required knowledge such as customer obsession to perform responsibilities according to company policies and procedures resulting in +1% over LY   * Collaborated with logistic and distribution department to insure daily operations are successful and strategized solutions for business needs. * Conducted annualized analysis to determine requirements for scheduling and budget management. * Implemented policies to uphold brand management in accordance to vendors.  Honors and awards  * Top hiring manager Aldo 2016 * Comp Manager of the year Luxottica 2018 * Top customer satisfactory score 10/10 Luxottica * International Golden Key honor society * Husky scholarship recipient * One sight clinic NGO project manager * Conducted various market research |

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