

## SALES

### Summary

Over 17 years of sales and operations management experience in specialty and big-box retail and 4 years sales experience in the automotive sector. Experienced in hiring, training, supervision, and coaching. Proven skills in operations and human resource management, planning, negotiating, organizing and overseeing projects, and events. Committed to the highest work ethic and attainment of organizational goals and objectives.

### Highlights

- Excellent interpersonal and coaching skills
- Sales leadership development
- Performance metrics
- Detail-oriented
- Procedure development
- Employee engagement
- Conflict resolution
- On-boarding and training
- Recruiting
- Performance coaching and counseling
- Operations management
- Human resources management
- P&L management
- Powerful negotiator

### Accomplishments

- Drove store ranking from 297 in company to top 10 in less than 6 months of taking over store
- Increased year-over-year sales by