***Bob Comstock***

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***Profile*:**

Dynamic manager who is highly motivated with a vast knowledge of the outdoor retail industry consisting of 15 years’ experience. Able to handle high level hands on management roles that require business and operational acumen. Ambitious and passionate about everything that I do with a strong record for producing results. Thrive in any competitive and challenging environment. Forward thinker with a proactive approach.

***Key Skills*:**

*Operations Management Customer Service Excellence Inventory & Loss Control*

*Team building/Training/Supervision Scheduling and Payroll Management*

***Experience:***

**2005 – 2013 The North Face, VF Corporation – Alameda, CA**

Built highly successful 7+ year career at The North Face, starting as Assistant Manager, promoted to Store Manager while increasing profitability above expectations in 3 locations with increasing sales volume. Managing a staff of 20-40 employees while striving for increasing success. Oversee all aspects of the business; Front End, Back End and Operations.

Store Manager (2009-2013) Woodburn, OR – Outlet

* Promoted to Store Manager of new Outlet location in Woodburn, OR
* Successfully opened new location on a short time-line with immediate results.
* First year sales results 50% over original plan of 3M.
* Second year influenced 30% expansion of facility to 9,000sq/ft with 30% sales growth grossing over 7.5M.
* Collaborated with fellow managers and regional manager to develop and implement new Customer Service Evaluation process for Outlet specific clientele.
* Second highest volume store in the division (Retail and Outlet) for “Black Friday” results at 300K.
* Ranked 5th highest volume out of 9 locations.
* Partner with Outlet Buyer to ensure adequate product assortment and supply.

Store Manager (2007-2009) Tyson’s Corner, McLean, VA - Retail

* Promoted to Store Manager of an underperforming store
* Increased sales by 29% compared to LY in the first year, an additional 15% in the second year.
* Highest dollar per square foot store in the company at $1,049
* Grew store performance from 6th highest volume Retail store to 4th in two years.
* Partner with Retail Buyers to ensure proper assortment and supply to support business.
* Successfully recruited and trained new store manager of King of Prussia, PA store later promoted to District Manager.

Assistant Manager (2005-2007) Portland, OR - Retail

* Successfully opened a new location in 2005 as Assistant Manager
* Trained and developed new staff to delivery Brand Experience.
* Achieved higher than expected sales results, managed inventory and shrink below company standards/expectations

**1996/99-2000/05 Eastern Mountain Sports - Peterborough, NH**

Sales Associate to Store Manager Metro Philadelphia, PA - Retail

Built a successful 8 year career with Eastern Mountain Sports, learning every position in the store before being promoted to Store Manager. Worked in 6 locations, thriving through numerous changes in management, company direction, organization and systems. Successfully opened 2 store locations. Oversaw all aspects of the business; Front End, Back End and Operations.