CAROL BOOTH

01270 764888
07778 312154
cbth@sky.com

8 Gatekeeper Close
Sandbach
Cheshire
CW11 4AG

PROFESSIONAL TRAINING & DEVELOPMENT

CPD (Continuous Professional Development)
Digital Marketing
IT training
Retail Management
Purchase & Quality Control
IKEA Development Programme
Leadership & Negotiation skills
Body Language & Presentation skills
Team Building

SUMMARY OF EARLIER CAREER

From: 1998 to 2001 **Senior Buyer – Homestyle Ltd**

- Instrumental in the achievement of a £3.5 million increase in revenues to £20 million for this multiple retailer, including a 30% increase in range sales through new product recommendations and launches
- Leading soft furnishings product range development and purchasing, incorporating 12 new designs with responsibility for the entire development cycle, from artwork through to finished product

From: 1995 to: 1998 **Group Buyer - Merchant Retail PLC**

- Successfully designed new soft Furnishing department managed and implemented a new concept in bathroom, extensively increased the ranges, sales increase 42%LY.
- Successfully managed and implemented quilts and pillows range 25% LY.

From: 1991to: 1995 **Buyer - Ikea Ltd**

- Increased turnover from 17.5 million to 20 million within two years via the introduction of new products including sleeping bags, pillows & stencilling kits.
- Supplied largest volume of textile business from UK to rest of Ikea worldwide
- Designed & implemented a presentation package to aid in the introduction of new suppliers to Ikea subsequently rolled out to all purchasing departments.

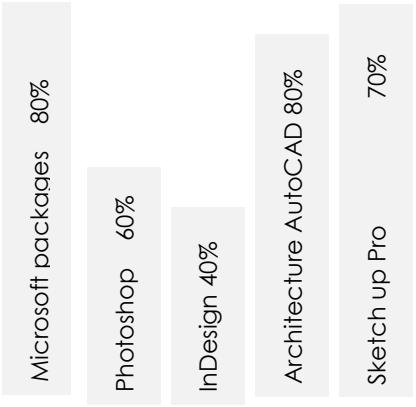
From: 1989 to: 1991 **Textile Manager - Ikea Ltd**

- Achieved space to sales targets and increased sales from £3.5 million to £5.5 million.
- Top sales Manager prize as a result of increase sales in rug dept. to £1 million.
- Successfully managed a major rebuild in fabrics/Blinds & introduced 'Cut your own fabric' concept.
- Promoted to Buying position for outstanding achievements and ability to recognise emerging trends, sales history and strategy.

From: 1979 to: 1989 **Store Manageress - DP -Burton Group**

- Setting and achievement of revenue /profit targets within budget constraints turnover 5 million.
- Successfully managed a major rebuild of new store
- Implemented & organised staff training programmes.

IT SKILLS



Driving Licence –Yes
Nationality –British

EDUCATION

ACADEMIC QUALIFICATIONS

MSc – Real Estate & Property Management (RICS) 2019
PGCE - Post Graduate Certificate education (2007)
B.A.(Hons) - 3D Spatial Interior Design (2004)
BTEC - Counselling skills Award
City & Guilds -7307 Teaching Certificate (2001)
HND-3D Spatial Interior Design (2000)
City & Guilds -Interior Design (1999)
City & Guilds - Photography (1999)
A Level - Dress Design & Textiles1978)

SCHOOL
Sandon Secondary High School
6 'o' Levels

REFERENCES AVAILABLE ON REQUEST