Kristin Washington

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Result-oriented leader, with a demonstrated history of achievement and success in management, sales, customer service and retail. Excellent interpersonal skills with ability to execute with a sense of urgency. Versed in all areas of sales, retail and management.

**SKILL SUMMARY**

* Sales Management • Retail Store Operations • Commissioned Sales
* Goal Oriented • Recruiting and Interviewing • Communication Skills

**ACCOMPLISHMENTS**

* Increased checkout accuracy from 18% to 24% by improving cashier training
* Promoted to Assistant Manager after 2 months in the Sales Lead position

**PROFESSIONAL EXPERIENCE**

Green Mountain Energy (2/15-9/15) – *District Sales Manager*

* Maintained customer service and sales standards
* Marketed to new and existing customers while effectively closed deals
* Completed daily administrative functions
* Interviewed and on boarded new team members
* Managed and motivated a team of sales managers, lead and reps

Locker Room by Lids (9/13-9/14) – *Retail Store Manager*

* Managed execution of business plans to drive sales and productivity
* Managed day to day store operations
* Hired, trained, staffed and on boarded all new staff members
* Managed inventory and shrink prevention
* Merchandising and Inventory control

PS from Aeropostale (3/13-9/13) – *Assistant Store Manager*

* Establish a customer centric culture by assessing customer needs and building rapport
* Drove KPI results while achieving highest sales recognition and commendations
* Interviewed prospective employees and provided input on candidate selections
* Conducted weekly sales meetings to provide team with updates on sales results
* Prioritized and delegated tasks to ensure a balanced workload

**EDUCATION** *and* **PROFESSIONAL DEVELOPMENT**

Houston Community College 2010-2012

General Studies