

Professional Experience

District Manager

Anthropologie, Boston, MA | September 2015 - Present

- ◆ Manage sales and business operations for 15 store locations across a high-volume district, oversee P&L valued at J25M, and identify opportunities to improve sales volume by 10% by tailoring marketing initiatives to individual customer segments
- ◆ Lead a team of 20+ store managers and assistant store managers overseeing 160+ personnel, build a talent acquisition pipeline, and manage all aspects of HR processes
- ◆ Build relationships with vendors and strategic partners to lead business development efforts and improve profitability for the district by 5%

District Manager

Clothes Mentor, Boston, MA | May 2012 - September 2015

- Analyzed sales metrics and market trends across a district with 13 retail stores, coordinated daily operations, and developed new business strategies to drive sales, including merchandising approaches and brand marketing initiatives
- Delivered training and guidance to store managers on brand standards, customer service best practices, and sales strategy to enhance revenue growth by 18% over two years

Education

Master of Business Administration (M.B.A.)

Boston College, Boston, MA | May 2010 - May 2012

Bachelor of Science (B.S.) Business Administration

Columbia University, New York, NY | September 2006 - May 2010

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A District Manager with 10+ years of experience specializing in operations management, strategic planning, organizational development, and P&L management. A proven track record of building and leading cross-functional teams to enhance service delivery and efficiency.

Key Skills

- Retail Operations
- Organizational Leadership
- Sales Management
- Talent Acquisition
- Revenue Generation