

# Christopher Forster

## Vice President of Stores - Forman Mills

Newtown, PA - Email me on Indeed: [indeed.com/r/Christopher-Forster/e254d57c56946326](https://indeed.com/r/Christopher-Forster/e254d57c56946326)

### WORK EXPERIENCE

#### Vice President of Stores

Forman Mills - Pennsauken, NJ - 2015 to Present

I maintain full P&L control over 35 apparel and home fashion store locations averaging 55,000 square feet. These locations generated over \$250 million in annual sales from Michigan, Illinois, Ohio, Maryland, New York, Pennsylvania, Northern New Jersey and Washington DC. In addition I create long-term strategic plans with implementation and direct accountability to the CEO. I devised innovative action plans to enhance staff accountability (1300+ employees and three district managers) which have positive effect on bottom-line profitability. I coordinate facility management and maintain extensive competitive industry knowledge, track sales trends, oversee purchasing and maintain store efficiency and productivity. I create merchandising strategies and procedures to optimize store growth. I consistently improve store standards by maintaining a hands-on management approach.

Achivements:

- I opened and established 12 new store locations within 18 months.
- Established zero-based payroll allocation based on individual store workloads.,

#### Regional Vice President

Family Dollar, Incorporated - Matthews, NC - 2012 to 2015

I successfully oversaw a comprehensive and profitable region consisting of 195 stores spanning five states and valued at over \$500 million. I developed and led the team of 10 district managers, a market order, a regional HR specialists and the loss prevention team covering my region. I developed and managed the district support team and area operations managers for future growth as well as overseeing evaluating and making performance improvements to profitability and operating costs of my assigned area. My oversight included ensuring proper staffing levels and anticipating projected needs of employment using the established programs for development of direct reports through succession planning and process tools.

#### Vice President of Stores

Forman Mills - Pennsauken, NJ - 2005 to 2012

I was responsible for full P&L control over 35 apparel and home fashion store locations averaging 55,000 square feet. These locations generated over \$250 million in annual sales from in 6 states and Washington DC. I was responsible for long-term strategic plans, implementation with direct accountability to the CEO. I provided innovative action plans to enhance staff accountability of 1300+ employees and three district managers. I coordinated facility management and tracked sales trends, oversaw purchasing and maintained store efficiency and productivity. Responsibilities included merchandising strategies to optimize store growth.

#### District Manager

Walmart Stores, Incorporated - Bentonville, AR - 1999 to 2005

Successfully manage three high-volume Metropolitan districts which included multistate markets producing \$500 million plus annually. I concurrently manage seven locations as well as serving as a liaison with corporate representatives regarding store grand openings. I orchestrated facility development from initial site procurement to grand opening in daily operations. My responsibilities additionally included recruitment

personnel development utilizing innovative and effective bottom-up promotional approach. I developed employee loyalty via positive coaching accountability in recognition of results.

### **Operations**

Duane Reade, Incorporated - 1998 to 1999

Responsible for 183 store chain where I consistently and successfully increased store sales and productivity by \$1.2 billion utilizing proactive management practices, growth opportunities and in-depth industry analysis.

### **Director of Store Operations**

Value City / Schottenstein's Department Stores, Incorporated - 1997 to 1998

I was responsible for directing operational oversight for a \$1.6 billion 95 store industry leader. A successful track record of improving control, content and frequency of correspondence to stores to dramatically enhance communications and efficiencies.

### **Director of Store Operations**

F.W. Woolworth, Incorporated - 1997 to 1997

### **District Manager**

- 1996 to 1996

I implemented corporate directives regarding closure liquidation of 38 retail facilities in Pennsylvania with \$120 million in annual revenues I prepare 10 stores for smooth transition to the Woolworth athletic format

### **Regional Operations Manager**

Caldor Department Stores, Incorporated - 1989 to 1996

I developed outstanding leadership, project management and staff development initiatives.

## **EDUCATION**

### **Continuing Education**

Executive Training Program

## **ADDITIONAL INFORMATION**

My Core Competencies Include:

- Operations • Category Management • Project Management
- Strategic Planning • Change Management • Leadership
- Vendor Relations • Customer Service • Supply Chain Optimization
- Human Resources • Budgets / Budgeting • Business Development
- Profitability • Policies and Procedures • Inventories
- Business Planning • Work Allocation • Priorities
- Teambuilding • Revenue Enhancement • Marketing
- Staff Development • Facilities Management • Real Estate / Locations
- Construction • Store Layouts • Merchandising / Repositioning
- Reporting • Productivity • Operations Reengineering