

Elizabeth Brosz

Sales Professional

Norristown, PA - Email me on Indeed: [indeed.com/r/Elizabeth-Brosz/a718ab8eee15b6be](https://www.indeed.com/r/Elizabeth-Brosz/a718ab8eee15b6be)

Authorized to work in the US for any employer

WORK EXPERIENCE

SALES TEAM LEAD/SELLING PROFESSIONAL

BLOOMINGDALES - October 2014 to Present

- Opening and closing procedures, including cash deposit
- Achieve both personal and departmental sales goals through strong utilization of the selling journey and effective coaching and development of all selling professionals within the department
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges and security practices
- Greeted customers in a timely fashion while quickly determining their needs, recommended merchandise to customers based on their preferences

STORE MANAGER/ CUSTOM PRINT MANAGER

PAPYRUS - October 2007 to October 2013

- Ensured the efficient management of daily operations with a focus on profitability
- Developed Custom Print business through successful clienteling
- Drove key performance indicators to achieve Winners Circle
- Recruited, hired, trained, mentored, motivated and coached multiple employees to be promoted to management positions throughout region
- Merchandised and maintained brand standards
- Inventory control and loss prevention, managed off-site storage Organized Custom Print events in store and off site to drive sales
- Chosen to attend Strategic Leadership Conferences Recognized for excellence in customer service and clienteling on a national level.

STOCK SUPERVISOR/SALES ASSOCIATE

GAP INC - February 2007 to October 2010

- Supported and ensured execution of all shipment receiving and processing procedures to floor-ready standards
- Trained, directed and coached stock employees in the moment to meet productivity standards
- Communicated daily goals and priorities to stock employees; redirected activities as necessary to achieve productivity standards
- Tracked productivity and ensured team met merchandise handling standards
- Partnered with appropriate manager to direct shipment placement on the sales floor
- Performed audits and transfers of damaged and defective merchandise, completed re-ticket and charge sends according to guidelines

STORE MANAGER

The LoveSac Corporation - September 2003 to February 2007

- Developed new procedures to ensure the proficient management of daily operations
- Recognized for excellence in sales generations, consistently beat sales goals and expectations

- Effective management of payroll hours versus sales, used as an example on the corporate level
- Staff development and training, recognized for having the best trained staff in the region
- Acknowledged on a store, regional and national level for excellence in customer service and leadership

EDUCATION

THE PENNSYLVANIA STATE UNIVERSITY

1989 to 1995

SKILLS

Microsoft Office (all versions), Retail Management System (RMS) by Microsoft, QuickBooks, Lotus SmartSuite

ADDITIONAL INFORMATION

A solid background in management, operations, clienteling, merchandising and networking. Experience working in high volume retail concepts within multiple retail brands. Extensive real world and academic knowledge of the retail industry. Strong analytical and planning skills, combined with the ability to coordinate the efforts of many to meet organizational goals