

The logo consists of the letters 'IK' in a bold, sans-serif font, centered within a square border.

ISAAC KIM

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PROFESSIONAL SUMMARY

Insightful Manager with experience directing and improving operations through effective employee motivational strategies and strong policy enforcement. Proficient in best practices, market trends and regulatory requirements of industry operations. A leader with analytical approach to business planning and day-to-day problem-solving.

SKILLS

- Strategic planning
- Sales and marketing
- Improving data management

WORK HISTORY

Manager | JODIFL - Los Angeles, CA

07/2019 - 08/2020

- Controlled costs and optimized spending via restructuring of budgets for labor, capital assets, inventory purchasing and technology upgrades.
- Achieved or exceeded financial goals on regular basis by controlling expenses, optimizing schedules and regulating inventory usage.
- Established and updated work schedules to account for changing staff levels and expected workloads.
- Maximized performance by monitoring daily activities and mentoring team members.
- Raised performance in areas of sales, management and operations by identifying and targeting areas in need of improvement.
- Onboarded new employees with training and new hire documentation.
- Applied performance data to evaluate and improve operations, target current business conditions and forecast needs.

Sales Representative | Love In - Los Angeles, CA

07/2016 - 08/2018

- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
- Increased sales by offering advice on purchases and promoting additional products.
- Organized sales paperwork, workflow, and organization to increase efficiency
- Implemented marketing strategies and techniques, increasing revenue and customer satisfaction.
- Created strategies to improve data management helping the

company stay organized

EDUCATION

Crescenta Valley High School, La Crescenta
High School Diploma

06/2016