

# MEREDITH COYNE

📞 407-494-1779

## ◦ DETAILS ◦

407-494-1779

[meredithleigh.coyne@gmail.com](mailto:meredithleigh.coyne@gmail.com)

## ◦ LINKS ◦

[Portfolio](#)

[GitHub](#)

## ◦ SKILLS ◦

Communication Skills

Teamwork

Microsoft Office

Adaptability

Computer Skills

Ability to Multitask

Ability to Work in a Team

Highly Organized

Effective Team Leader

## 👤 PROFILE

Results-driven Business Leader skilled in sales, finance and leadership with a deep-rooted passion for operational excellence. I have 14+ years of experience producing results, driving sales, increasing revenue and business growth within the retail industry. I am skilled in developing and executing strategic sales, implementing robust action plans, and driving revenue growth. My work ethics are centered on being self-motivated, resilient, and adaptable with a passion to succeed.

## 📁 EMPLOYMENT HISTORY

### Store Director at Target, Port Orange, FL

April 2020 — Present

- Responsible for overseeing 175+ team members, 21 team leaders, and 5 direct reporting Executive Team Leaders.
- Responsible for developing and leading leaders across many functions to build strong routines around store operation.
- Cultivated a culture of inclusivity through town-hall conversations that encouraged feedback through different perspectives while creating space to feel comfortable with open dialogue.
- District Captionship focused on Guest Experience, created strategies, and followed up with peers around district opportunities in guest feedback and follow up routines.
- In 2020, lead store to pick up 289% in omni-sales and 22% in in-store sales through strong operational routines and reacting to business needs in unprecedented circumstances, picking up \$14M in sales.
- Focused on Talent development since starting, have promoted 1 TL to an ETL position and promoted 4 Team Members to Team Lead positions.

### Senior Director, Store Manager at Macys, Altamonte Springs, FL and Daytona Beach, FL

March 2007 — April 2020

- Leading two locations in a market with the #10 performance over plan in the total company in 2019.
- Identified \$200K in sales opportunity within Sunglass Hut through a focus on working with leased partnership in product assortment and talent development. Increasing store penetration by +2 bases points over total Macys.
- Improved customer and employee engagement with a survey of +18 points over a 2-year period and the #1 result in District
- Responsible for developing leaders and successfully transitioned multiple leaders into larger roles
- Responsible for overseeing 150+ employees with an increase of 200+ employees during season and 11 direct report executives.
- Responsible for leading management, developing employees and building robust retail operation teams.
- Meets budgetary obligations in support of organizational mission.
- Enhanced and executed continuous improvement strategies that align with organizational mission.
- Responsible for researching, developing and executing on revenue goals to support business initiatives.
- Support organizational leadership and peers in accomplishing all strategic initiatives and goals.

### District Merchant Beauty at Macys, North Carolina and Virginia

July 2016 — March 2018

- Macys District Merchant of the Year Recipient in 2017.
- Developed community outreach events at University of North Carolina that resulted in a \$120k in sales.
- Collaborated with National planners evaluating customer demographics and added a new product assortment based on analyzing data to increase revenue company-wide by \$250K in sales.

#### Assistant Store Manager at Macys, Miami, FL

November 2014 — June 2016

#### Merchandise Team Manager at Macys, Merritt Island, FL

October 2013 — October 2014

#### Sales Manager at Macys, New York, NY and Orlando, FL

March 2007 — September 2012

#### Production Assistant at KaufmanFranco, New York, NY

June 2006 — February 2007



## EDUCATION

#### Bachelor's in Economics and Applied Mathematics, Florida State University, Tallahassee, FL

August 2002 — May 2006

#### Coding Bootcamp, University of Central Florida, Orlando, FL

September 2021 — December 2021



#### Developed Websites, Orlando, FL

September 2021 — Present

**Weather Dashboard** (*html, css, javascript, bootstrap, api*): creates a page that pulls from a weather API that displays today's weather and 5 day forecast for chosen city. The forecast includes Temperature, Wind, Humidity, UV index, and weather icon on current temp. Weather saves in a local storage that can be accessed at a later date.

**Easy Stack** (*html, css, javascript, jquery, bulma, api*): a user friendly search website that searches coding questions from an API. Created with two peers.

**Password Generator** (*html, css, javascript*): a random password generator that pulls from upper/lower case letters, numbers, and special characters ranging from 8-125 characters.

**Trivia Quizzing Game** (*html, css, javascript*): a timed game that tests your knowledge on random facts. See how high your score can get in the fastest time! For ever wrong answer, you lose -10 seconds off the clock. At the end your score is saved in local storage till you want to clear it out!



## REFERENCES

#### Laken Wilmot from Belk Department Store

laken.wilmot@gmail.com · 989-621-3309

#### Sarah Haselwood from Space | Design & Production

shaselwood@gmail.com · 321-287-1308



## EXTRA-CURRICULAR ACTIVITIES

