



# MEREDITH COYNE

STORE DIRECTOR ☎ 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



## COURSES



#### Developed Websites, Orlando, FL

September 2021 — December 2021

**All Things Pets** (*RESTful API using Node.js and Express.js, MySQL & Sequelize ORM*): One stop shop for pet parents created by pet parents that helps you find the right pet for you, name your pet, and then help you locate pet friendly businesses.

**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! At the end your score is saved in local storage till you want to clear it out!



## REFERENCES

- References available upon request