

Dominic Lomuscio

Lake Hiawatha, NJ

Authorized to work in the US for any employer

Work Experience

Store Manager

Partycity

September 2006 to Present

Responsibilities

Completes store operational requirements by scheduling and assigning employees; following up on work results. Maintains store staff by recruiting, selecting, orienting, and training employees. Maintains store staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results. Achieves financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions. Identifies current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements. Ensures availability of merchandise and services by approving contracts; maintaining inventories. Formulates pricing policies by reviewing merchandising activities; determining additional needed sales promotion; authorizing clearance sales; studying trends. Markets merchandise by studying advertising, sales promotion, and display plans; analyzing operating and financial statements for profitability ratios. Secures merchandise by implementing security systems and measures. Protects employees and customers by providing a safe and clean store environment. Maintains the stability and reputation of the store by complying with legal requirements. Determines marketing strategy changes by reviewing operating and financial statements and departmental sales records. Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies. Maintains operations by initiating, coordinating, and enforcing program, operational, and personnel policies and procedures. Contributes to team effort by accomplishing related results as needed.

Accomplishments

Customer Focus, Tracking Budget Expenses, Pricing, Vendor Relationships, Market Knowledge, Staffing, Results Driven, Strategic Planning, Management Proficiency, Client Relationships, Verbal Communication

Store Manager

Dollar Tree - Parsippany, NJ

January 1995 to September 2006

1. Maintain customer services and facilities

Main Activities

- = Greet customers and provide assistance
- = Maintain cleanliness and order in the store

2. Maintain stock, supplies and inventories

Main Activities

- = Take inventory
- = Order supplies
- = Check received stock against invoices
- = Mark prices on stock
- = Restock shelves

3. Maintain accounts

Main Activities

- = Record prices in the log book
- = Receive cash and provide correct change
- = Operate the cash register
- = Balance cash receipts
- = Make deposits
- = Record visa and debit accounts
- = Maintain a manual general ledger
- = Print and record receipts

Education

High school diploma

Parsippany high school

1993 to 1997

Parsippany High school

Skills

Sound expertise in salesExcellent written and verbal communication skillsGood communicatorStrong Presentation skillsPersuasiveness – Know-how to demonstrate, promote and sellGoal-orientedGood JudgmentDecision making (10+ years), Retail Management, Team Building, Merchandising, Scheduling, Sales, Inventory

Additional Information

Leadership: An experienced team leaderInfluencing, leading, and delegating abilitiesAbility to initiate/ manage cross-functional teams and multi-disciplinary projects.Critical thinking, decision making and problem solving skills.Planning and organizing – Organizational abilitiesResult oriented: Ability to achieve the target within given timeAdaptability – Efficient under pressure, always meet deadlines