MAY MARTINEZ  
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**SALES EXPERIENCE***Walmart, Sales Manager, Jan 2014 – Sep 2016*

* Managed a $38M, 200-employee big-box location, and directed all departments, including hard lines, soft lines and grocery/perishable lines
* Led startup and grand opening of new supercenter. Exceeded sales and profit goals by up to 8% and 12%, respectively, from first year of opening and in each ensuing year
* Elevated Long Beach store to #1 in sales out of 58 locations in region, setting new area Supercenter year-end sales record of $38M

*Home Hardware, Department Manager, Mar 2012 - Dec 2013*

* Assisted Burbank store manager in driving single-year sales growth of 22% (setting a new record company-wide) to achieve #1 district sales
* Reversed Inglewood store’s downward spiral by overhauling systems, processes, training programs and personnel. Corrected issues such as internal theft, lagging customer service, and poor morale
* Earned four-time honors as "Department Manager of the Quarter," resulting in promotion to assistant store manager.

*Luxury Inc, Store Manager Trainee, Jan 2009 - Feb 2012*

* Elevated sales, margins, staff retention, and customer satisfaction by as much 45%, resulting in selection to complete Luxury’s renowned store manager trainee program
* Managed team of 50, and directed inventory of loss control,, customer service, and merchandising

**TECHNOLOGY AND LANGUAGE PROFICIENCIES**

* *Computers:* MS Office (Word, Excel, PowerPoint); POS & Inventory Systems
* *Foreign Language:* Fluent in Spanish

**EDUCATION**

University of San Diego, San Diego, CA  
*Major in Business, Honors and Dean’s List*