

NAME
Address
Address
Telephone

EXPERIENCE: Company (1966 to present)
City, State

Distribution Center Manager (January 1986 to January 1987). Directed 60 personnel in the daily operation of distribution center processing more than 700,000 units of merchandise annually. Facility increased 12% in productivity compared to previous year.

Regional Manager (1980 to 1986). Directed management personnel within 22 New England/New York stores generating \$8.5M in annual sales. Implemented training and development, human resources, and college recruiting programs. Developed sales projections, store audits, and semi-annual written evaluations of 200 employees. Closely collaborated with merchandisers and buyers to develop successful merchandising programs.

Achievements:

- Managed #1 cost efficient territory in U.S.
- Increased sales from \$4M to \$8.5M within 6 years.
- Received (5) "Highest Sales Increase Awards" and (4) "Customer Service Awards."
- Significantly reduced employee turnover through the implementation of high profile management style and effective employee motivation strategies.
- Supervised all aspects of (6) store openings including real estate evaluation, construction, sales projections, inventory, and staffing.
- Delivered frequent presentations on employee motivation and cost control at regional management conferences.

Previous positions (1966 to 1980) included **Store Manager**, **Assistant Store Manager**, and **Sales Assistant**.

EDUCATION: University
City, State
Liberal Arts Coursework (1969 to 1970)

High School
City, State
Diploma (1969)

PERSONAL: Interested in sports. Former coach of hockey and Little League teams.