

NAME
Address
Address
Telephone

Professional Experience:

CLOTHING, INC. - City, State 1987 to present

Director of Stores / New England Franchise

- Opened 10 stores in eight month period.
- Achieved 13% increase over sales projections during first six months.
- Recruited, hired and trained all management personnel.
- Developed and implemented operational, merchandising, and sales training procedures.
- Promoted management from within as stores opened, including two District Managers.
- Maintained excellence in customer service through sales incentive programs and management seminars.

CLOTHING CORNER, INC. - City, State 1975 to 1987

Buyer / Junior Sportswear and Young Junior Departments (1986 to 1987)
Director of Store Merchandising

(20 stores • \$15M annual sales • 56% initial markup)

- Increased sales by 25% for two consecutive years.
- Researched, negotiated, and established new sportswear lines.
- Implemented initial Merchandise Planning Department. Trained four-person staff in distribution, reorders, category analysis, and interstore transfers.
- Devised Merchandise Presentation training program for Regional & District Managers.
- Closely collaborated with Regional & District Managers through weekly meetings, feedback reports, and physical store "work-throughs."
- Designed and coordinated all print and catalogue advertisement.

District Manager (1983 to 1986)

(7 stores • \$10M annual sales • Highest sales volume in company)

- Maintained highest percentage of sell-through per category through superior merchandise presentation.
- Directed interstore transfers and analyzed trends for entire chain in Misses and Junior Sportswear, Dresses, Swimwear and Outerwear.
- Supervised all aspects of store operations throughout the district. Streamlined procedures; hired, evaluated, and developed management and key personnel.
- Initiated Assistant Manager Training Program resulting in five consecutive promotions from base store.
- Coordinated store renovations, openings and special sales throughout the chain.

Supervisor, Assistant Manager and Store Manager (1975 to 1983)

COMPUTER CORPORATION - City, State 1980 to 1981

(Services HVAC systems through DDC computers)

Assistant Manager of Field Service

Education:

CURRENTLY PURSUING BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION.

UNIVERSITY - City, State

1977 to 1978

Business Management Studies (30 credits • 4.0 GPA)

References available upon request

