**i.m. hired**

**i.m.hired@msn.com** **I 123-456-7890** I **linkedin.com/in/i.m.hired**

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| retail industry manager |
| *Director of Inventory Planning & Management • Branch Manager 9 Years in Progressive Roles with Large Regional Chains • Financial Responsibility to $35M* |

Merchandise Planning & Allocation Multi-Site Retail Operations

Inventory Planning & Control Merchandise Markdowns & Allowances

Vendor Relations & Negotiations Inventory Shrinkage Control & Management

Financial Planning & Profit Analysis Employee Training, Development & Leadership

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| professional experience |
| **Grayson’s Furniture Stores**  2011–Present |
| **Assistant General Manager/Branch Manager** *($35M sales/year),* Jacksonville, FL 2013–Present  **Branch Manager** *($12M sales/year),* Charlotte, NC 2013  **Branch Manager** *($7M sales/year),* Fayetteville, NC 2012–2013  **Branch Manager** *($4M sales/year),* Durham, NC 2012  **Assistant Manager** *($7M sales/year),* Newport News, VA 2011–2012 |

Promoted rapidly through a series of increasingly responsible management positions based on strong financial, operating, team building, and team leadership performance. Currently manage 160+ employees at 6 regional locations. Notable achievements:

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| * **Won 14 “Branch Manager of Month”** and **“General Manager of Year”** awards for profit and revenue growth. * Achieved record sales in multiple markets (up to **40% sales growth** and **31% margin increase**). * **Reduced absenteeism 47% and turnover 35%** with strategies to recruit, train, and retain high quality employees. * Implemented **next-generation POS technology**. **Reduced annual purchasing costs 3.5%.** | |
| **Boater’s World**  2007–2011 | |
| **Floating Manager** *(13-store district with 150 employees)***,** VA/MD Regional District 2008–2011  **Assistant Manager,** Newport News, VA 2007–2008 | |

* **Received 3 “Top Sales Producer”** awards. **Ranked #4 out of 214** sales associates nationwide.
* Launched new safety product in response to regulatory requirements and **sold $2M in first year.**
* Drove sales growth through a strong focus on customer service, merchandising, and teamwork.

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| education |

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| **Bachelor of Arts, Cum Laude,** 2007 • University of Virginia, Charlottesville, VA |

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| technology skills |
| Proficient in Excel, Word, Citrix, Lotus Notes, Bosanova, Fullshot, and Datamatix. |