**MANAGER RESUME**

Kate Naomichi

Business Manager

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**Professional Summary**

Effective business manager with 7+ years of experience. Skilled in marketing and financial management. Seeking to increase profitability by 35% at Superior Beverage. At Hex National Group, raised profits 35% in 4 years by controlling costs through directed employee idea programs at all business levels and strategic product development. Created sales-training program resulting in a $2.4M jump in annual revenue in 2 years.

**Work Experience**

**Business Manager, Hex National Group, April 20XX–May 20XX**

* Increased profitability by 35% in 4 years.
* Slashed costs 18% through creating businesswide idea program that generated 250,000 employee ideas per year and implemented 100,000 of them.
* Led a strategic product development drive that created 30 new high-margin products in a 2-year period.
* Developed and implemented a sales training program focused on best practices and upselling. Created a $2.4M rise in yearly revenue in 2 years.

**General Manager. Swamp Based Outfitters, April 20XX–March 20XX**

* Worked as General Manager of busy outdoor retailer and adventure camp
* Managed 37 staff, including guides, cooks, housekeepers, and maintenance

**Education**

20XX–20XX Tulane University

Bachelor of Science in Business Administration

**Skills**

* **Technical Skills:** Financial management, marketing, sales, business strategy, coaching
* **Soft Skills:** Leadership, interpersonal skills, communication, time management

**Activities**

* Volunteer business manager, BSA Evangeline Area Council
* Avid sport fisher