**STORE MANAGER RESUME**

Jennie Carter

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**Profile Summary**

Diligent store manager with 10+ years of experience in managing operations of high-volume retail stores. Proven track record of success driving retail/store operations, achieving ambitious sales and revenue goals. Solid background in customer service, P&L management, shrink control, and loss prevention.

**Professional Experience**

**MATTRESS FIRM, AUSTIN, TX, Store Manager, November 20XX–present**

* Manage daily operations of 3 locations and activities of a team consisting of 6 assistant managers, 10 associates, and 15+ sales staff
* Administer monthly budgets averaging $165,000
* Develop daily, weekly, and monthly goals for each location, driving average sales from $47 per person to $300 per person
* Conduct market research to analyze store numbers for strengths and opportunities, planning budgets and goals for each location and evaluating EBITDA

**ABERCROMBIE & FITCH, WILLOW GROVE, PA, Store Manager, July 20XX–October 20XX**

* Supported the district manager in conducting weekly meetings, delivering quality reviews, and setting goals
* Recruited potential talent for associates across all levels in the store while overseeing the hiring for part-time jobs, conducting interviews, and leading new hire orientations
* Increased sales by 47% over a period of 2 years
* Acknowledged as one of top 3 managers of the year with lowest employee turnover out of more than 60 managers
* Negotiated sales and pricing plans of products with 25+ vendors and suppliers

**Education**

SOUTHEASTERN UNIVERSITY, WASHINGTON, DC

Bachelor of Arts in Business Management, June 20XX

Honors: cum laude (GPA: 3.6/4.0)

**Additional Skills**

* Proficient in Microsoft Office (Word, Excel, and PowerPoint)
* Excellent organizational, interpersonal communication, leadership, time management, and decision-making skills