

JASON SMITH

GENERAL MANAGER | EXECUTIVE MBA CANDIDATE

EDUCATION

Executive MBA Candidate

Emancipated University
2016 - Ongoing

Bachelor of Arts

Emancipated University
Major – English Literature
Minor – Theatre Arts
Cum Laude

MBA COMPLETED COURSES

- Business Negotiations
- Managerial Accounting
- Financial Reporting & Analysis
- Legal Environment of Business
- Organizational Leadership
- Microeconomics for Managers
- Strategic Competitive Analysis

CORE STRENGTHS

- Complex Problem Solving
- Team Management
- Personal Initiative & Drive
- Effective Communication
- Emotional Intelligence
- Making Values Visible & Viral

MICROSOFT APS

- Excel
- Word

PASSIONS | INTERESTS

- Acting (Stage & Film)
- Professional Football & Hockey

PROFESSIONAL OVERVIEW

National Grocery Store Operations

- Successfully developing and orchestrating all facets of store operations to provide a seamless and gratifying shopping experience for our loyal and diverse clientele
- Demonstrated success with developing & achieving fiscal targets; strategic sales & growth planning; store-wide product ordering; product & merchandising displays; inventory management; shortage control; store safety measures; new store openings; on-site remodels & expansions; in-house and 3rd party facility management

Team & Talent Building

- Assembling, leading and enabling highly-diverse teams of management and staff in support of guest experience, store operations and fiscal objectives
- Demonstrated success with identifying, hiring and training top-tier talent; in-store human resourcing; mentoring & guiding new managers (peers and direct reports); optimizing work schedules to balance personal needs vs store operations; showcasing corporate culture & values; modeling best-in-show customer service behaviors

Key Accomplishments

- ✓ Fast-tracked for rapid advancement immediately upon hire. Promoted to various management roles within one year; promoted to General Management roles within three years.
- ✓ Tapped for key leadership roles at the Union Square flagship store in NY during its first year of operation. Trail-blazed operations that were unique to the location at the time (customer deliveries; leased 3rd party storage facility; stand-alone wine & alcohol annex)
- ✓ Played a critical role in the expansion and management of a store team that more than tripled in size in one year (up to 300+ management & crew) due to rapid sales growth
- ✓ Led operational & merchandising efforts that resulted in the highest grossing corporate sales for key product categories
- ✓ Orchestrated 3 store expansions with budgets up to \$3M in 3 successive years
- ✓ Dynamic member of a leadership team that won Store of the Year honors

EMPLOYMENT HISTORY

ABC National Grocery Stores

General Manager | Assistant General Manager

Aug 2006 – Present

- Washington: Queen Anne, West Seattle
- Pennsylvania: Philadelphia, Jenkintown, Wayne
- New York: Manhattan, Brooklyn



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