

Jon Doe

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A Retail Operations Manager with 5 years of experience driving excellence in dietary supplement sales management across multiple stores. 3 years of experience leading sales teams and inventory cycles, managing sales, cash/till, and customer engagement protocols. Worked directly with store managers to assess problem areas and come up with multi-month operations plans to reach sales goals. Achieved a Bachelor's education in Business Administration and spent 3 years in strategic advisement of a multi-brand ecosystem with global scope.

High Impact Accomplishments

- ❖ Enabled lowered inventory holding costs by 10% across 2 global brands
- ❖ Optimized backstock inventory by 30% by identifying new product stacking methods
- ❖ Led a store without a store manager with a team of 3 to profitability, after not being profitable for over 2 years
- ❖ Implemented new sales associate tracking metrics that improve employee retention and increased average basket purchase by 15%

Skills

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| ❖ Store Closing Procedures | ❖ Strategic competence in global branding and supply chain management | ❖ Building partnerships with local businesses |
| ❖ Holiday Submission Approvals | ❖ Ability to discuss strategic matters with up to CXO-level stakeholders | ❖ Transaction Reconciliation with corporate finance teams |
| ❖ Receiving, sorting, and stocking merchandise | ❖ Hosting inventory validation by external party | ❖ Giving status updates to regional director |
| ❖ Sales team management | | |
| ❖ Merchandising | | |

Education & Certificates

B.S. Business Administration with Concentrations in Management and Marketing • Arizona State University • Fall 2018

Covered Concepts: Global Corporate Strategy, Statistical Modeling, Inventory Accounting, Marketing Strategy, others.

Roles & Qualifications

Chair, Strategic Advisory Council • Inevoro • Remote • Apr 2019 – Present

Focus Areas: Cross-brand overlaps, brand-to-product translations, marketing campaign optimization

- Advised the CEO on cross-brand overlaps between Formoro and Enamoro, leading to basket sales opportunities
- Ensured alignment between the Formoro brand and pre-market prototypes at strategic offsites
- Advised the Chief Marketing Officer in a retail store walkthrough for brand resonance with Gen Z purchasing habits
- Collaborated with VPs and Directors on supply chain optimizations that lowered inventory holding costs by 10%

Assistant Store Manager • Supplement Store • On-site • Apr 2021 – Present

Initiatives: Store inventory optimization, team performance improvements, store operations revamp

- Started as part time workers and was entrusted in 6 months to become an assistant store manager
- created an zero on hand inventory tracker that was shared with multiple regions by the district manager
- Achieved top ten placement of sales associates in the region
- Handled multiple off-site promotional events for the store

Other Skills

- ❖ Microsoft Office Suite
- ❖ POS System
- ❖ Inventory System