



# ETHAN MARTINEZ

## Apparel Team Lead

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### PROFESSIONAL SUMMARY

Innovative Apparel Team Lead with five years of experience in retail management and team development. Skilled at driving sales, enhancing operational performance, and fostering strong vendor relationships to ensure product quality. Committed to creating a collaborative environment that promotes team growth and delivers exceptional customer experiences.

### WORK EXPERIENCE

**Apparel Team Lead** Jan / 2021-Ongoing  
Quantum Solutions LLC Phoenix, AZ

1. Oversaw daily operations, ensuring compliance with company standards and policies.
2. Developed and maintained visually appealing merchandise displays to enhance customer engagement.
3. Trained and mentored team members to boost performance and service quality.
4. Collaborated with management to optimize inventory levels and manage stock effectively.
5. Facilitated communication between departments to ensure seamless operations.
6. Analyzed sales data to identify trends and implement strategies for improvement.
7. Handled customer inquiries and complaints with professionalism and efficiency.

**Apparel Team Lead** Jan / 2020-Jan / 2021  
Silver Lake Enterprises Seattle, WA

1. Opened and closed cash registers, ensuring accuracy in financial transactions.
2. Assisted customers with sales inquiries, providing tailored product recommendations.
3. Acted as a key carrier, responsible for store security and operational integrity.
4. Supervised apparel associates, assigning tasks and monitoring performance.
5. Managed store merchandising, including setting up planograms and product zoning.

### EDUCATION

**Bachelor of Science in Fashion Merchandising** Jan / 2019 Jan / 2020  
Fashion Institute of Technology Chicago, IL

Focused on retail management, marketing strategies, and consumer behavior.

### SKILLS

Retail Marketing  
Merchandise Planning  
Fashion Forecasting  
Customer Engagement  
Analytical Thinking

### INTERESTS

🤿 Scuba Diving 🎮 E-sports  
📖 Reading Fiction 🧩 Puzzle Solving

### STRENGTHS

👔 Stewardship 🤝 Teamwork  
🔑 Tenacity 🧐 Vision

### LANGUAGES

English 80% Swahili 80% French 80%

### ACHIEVEMENTS

- 🌟 Increased sales by 20% through effective team training and product placement strategies.
- 🌟 Streamlined inventory processes, reducing stock discrepancies by 30%.