

# Robert Smith

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## Liquor Store Manager

### SUMMARY

A passionate sales manager with a strong marketing background. I've also seasoned my customer service and people skills thru years of sales management in Liquor, Construction, and Radio. I would like to further my career and bring my talents to a company that offers growth and challenge.

### SKILLS

Management, MS Office, Human Resources, Forecasting.

### WORK EXPERIENCE

#### Liquor Store Manager

ABC Corporation - February 2015 - 2021

- Able to start from the ground up with the building of the store, complete set up and staffing.
- Enjoyed the challenge that the weekly promotions offer and look forward to setting up tastings and liquor classes.
- Ran reports and following the numbers as they have risen as a new store has been a joy.
- Supervised scheduled maintained and managed a liquor store for the State of Idaho.
- Controlled inventory and personnel for the best profit margin for the state.
- Trained staff to deliver outstanding customer service.
- Trained of new employees according to company standards.

#### Liquor Store Manager

Delta Corporation - 2010 - 2015

- Worked with a sales team of 4 in a well-established stand-alone store.
- Made sure that the store was completely stocked at all times.
- Strong emphasis on micro brews and liquor.
- Brought the store from 700k to 1.8 million in the first year with growth up to 2.2 million.
- Was able to be involved in the marketing aspect of the store including print, radio and television ads.
- Had previously worked at this store in the 80s while in college.
- Promoted friendly relationships with customers while deciphering between legal sales and nonlegal sales (inebriated, no I.D., underage).

### EDUCATION

BA In Communication