



ETHAN MARTINEZ

Optical Manager

PROFESSIONAL SUMMARY

Results-oriented Optical Manager with a decade of extensive experience in optimizing optical operations and leading high-performing teams. Expert in inventory management, enhancing patient satisfaction, and implementing strategic initiatives to boost revenue. Dedicated to fostering a collaborative work environment that prioritizes exceptional service and operational excellence.

WORK EXPERIENCE

Optical Manager II Jan / 2018–Ongoing
WidgetWorks Inc. Denver, CO

- Managed a team of 5 professionals, driving annual sales to \$1.3 million.
- Oversaw the entire process of sales, production, and inspection of prescription eyewear.
- Conducted final inspections and ensured quality standards in eyewear production.
- Executed preventive maintenance on lab equipment to ensure optimal functionality.
- Enhanced product quality by managing purchasing and installation of lab equipment.
- Acted as the primary liaison between optometrists and patients to ensure excellent service.
- Led recruitment efforts, recommending potential hires to physicians for approval.

Optical Manager Jan / 2015–Jan / 2018
Lakeside Apparel Co Chicago, IL

- Trained new associates and managed the onboarding process for new hires.
- Conducted regular inventory assessments to maintain stock levels and meet sales goals.
- Developed staff schedules to ensure adequate coverage and operational efficiency.
- Ensured patient satisfaction by addressing concerns and feedback regarding eyewear.
- Increased sales through effective product training for associates.

EDUCATION

Bachelor of Science in Optometry Jan / 2012–Jan / 2015
University of Southern California Denver, CO

Completed a comprehensive program focused on vision science, patient care, and optical management.

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SKILLS



INTERESTS

Scuba Diving E-sports
Reading Fiction Puzzle Solving

STRENGTHS

Stewardship Teamwork
Tenacity Vision

LANGUAGES



ACHIEVEMENTS

- Increased annual sales by 15% through targeted marketing initiatives.
- Implemented a new inventory management system, reducing excess stock by 30%.