ROBERT SMITH

Retail Store Team Leader

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SUMMARY

Driven business professional with background in retail management and operations. Consistently demonstrates ability to solve problems and motivate teams. Oversees a $32 million dollar business with a team of 100 to 160 employees. Embraces the dynamics of teamwork and has the ability to work independently. Thrives in fast paced work environment that demands strategic planning.

CORE COMPETENCIES

Microsoft Office.

PROFESSIONAL EXPERIENCE

Retail Store Team Leader

ABC Corporation - August 2001 – October 2011

Key Deliverables:

- Oversaw 6 store executives in leading up to 300 team members in a $40+ million retail and grocery operations including P & L encompassing sales, gross margin, payroll, and expenses with a 7% mature sales increase over LY while making payroll expectations.
- District Talent Captain which consisted of designing and implementing high-level talent strategies that resulted in 5 Store Team Leader promotions in a $500 Million market.
- Jackson market recruiting captain that developed campus partnerships at both Mississippi State University and The University of Mississippi to create a talent pipeline for the market.
- Implemented and maintained succession plans resulting in 60 promotions to executive and team leader within $500 Million districts.
- Worked cross-functionally with the merchandising, logistics, and replenishment teams to ensure in-stock levels exceeded company standards, reaching a 98% vs.
- Led and participated in Group store visits as part of District Manager training, giving feedback to store executives as well as regional partners.
- Collaborated with headquarters, and regional leadership to develop solutions for change management in a new pilot program to increase business acumen awareness to drive sales for the corporation.

Store Team Leader

ABC Corporation - 1999 – 2001

Key Deliverables:

- Full Profit and Loss responsibility for a $30mm Business Unit with 150 team members.
- Superior Performance in all Financial Metrics.
- Regularly recognized for innovative and successful approaches to drive sales in key categories.
- Solutions were incorporated into best practices throughout the district and region.
- Management and Development of 5 Salaried Executive Direct Reports.

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- Developed 2 Direct Reports and Mentored 4 High Potential employees through next-level promotion.
- Responsible for coordination of workplace safety programs for all stores in 11 business unit district..

EDUCATION

- - August 2011(University of Phoenix)

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