

# RESUME OF A MANAGER WITHOUT COLLEGE DEGREE

## Objective:

Position as a Retail Store Manager for softgood products.

## Summary of Qualifications:

- 10 years as retail management of successful company.
- 10 years maximizing store sales through increased store profits up 200%.
- Stellar motivation and team leadership skills.
- Ability to sell well and up sell on a variety of products and services.
- Handle all store operational and merchandising needs.

## RELEVANT SKILLS & EXPERIENCE

### Sales Skills

- Know all products and services first hand
- Can sell to a wide variety of customers
- Cross sell and up sell on all products and services

### Supervision

- As store manager of teams of 10-20, able to mentor and motivate sales by example
- Set sales expectations for each employee and offer positive reinforcement
- Optimize the potential of each employee by avid supervisorship

### Administrative:

- Reconciled daily sales against company standards on a daily, monthly, and annual basis
- Kept track of all employee sales, commission, and achievements
- Handled all discrepancies with register reconciliation and accounting
- Made daily deposits and made change for registers

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