ABC STORES, INC. -- Long Beach/Los Angeles, CA
Leading discount retailer in the U.S., ranked #2 on the Fortune 500.

Store Manager, 2006 to present
Assistant Store Manager, 2004 to 2006

Promoted to oversee startup and daily operations for new ABC Stores Supercenter in Long Beach following superior-rated performance as assistant manager in the #1-ranked store in Los Angeles. Manage a $38M, 200-employee, big-box location; direct all departments (hard lines, soft lines and grocery/perishable lines); enforce sound merchandising and loss control strategies; execute corporate programs, promotions and policies; and drive optimal customer satisfaction, associate productivity and P&L results.

Key Results:

* Led startup and grand opening of new Supercenter. Exceeded sales and profit goals by up to 8% and 12%, respectively, from first year of opening and in each ensuing year.
* Elevated Long Beach store to #1 in sales (2008) out of 58 locations in region, setting new area Supercenter year-end sales record of $38M.
* Tied for first place among 58 stores for lowest shrink in region in 2008 and earned #1 ranking in this category among 50 stores in 2007.
* Launched award-winning loss prevention programs that proved so successful in deterring theft that they were adopted company-wide.
* Awarded "Store Manager of the Year" (2008) for Southern CA region as a result of superior sales, profit and customer satisfaction results.
* Excelled in building and motivating management and hourly teams. Developed many entry-level associates to leadership positions and quickly became one of the primary trainers of new store managers across the district.
* Recognized for key role in elevating Los Angeles store to achieve #1 sales ranking (out of 22 locations) district-wide in 2006.

XYZ CORPORATION -- Compton/Burbank/Inglewood, CA
The nation’s #2 discount chain, ranked #28 on the Fortune 500.