

# Maxine Curry

## Retail Sales Manager

### AREAS OF EXPERTISE

*Merchandising displays*

*New business*

*Leakages*

*Loss prevention*

*Product launch*

*Leading teams*

### PROFESSIONAL

*Sales qualifications*

*First Aider*

### PERSONAL SKILLS

*Passionate*

*Forward thinking*

*Focused*

*Hard working*

### CONTACT

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Driving license: Yes  
Nationality: British

### PERSONAL SUMMARY

A marketing guru, entrepreneur and people manager all rolled into one who can push sales to the next level by constantly surprising and delighting her customers. Maxine is a self-motivated professional with an entrepreneurial spirit who can be relied upon to come up with innovative ways and attention grabbing events to market a store. She has proven experience of managing a target-driven sales team and of servicing customers professionally and efficiently. Right now she would like to join a world class retailer who is looking for people who enjoy working in a fast paced and vibrant environment.

### WORK EXPERIENCE

#### *Company name – Birmingham*

RETAIL SALES MANAGER      Jun 2013 – Present

Responsible for ensuring the daily running of the company's shops is smooth and that its stores have outstanding operational standards.

#### *Duties:*

- Proactively identifying opportunities to reinforce the stores brand through retail and field activities.
- Promoting high quality retailing standards at every opportunity.
- Delivering sales and profit growth through strategic account partnerships.
- Marketing, promoting and selling premium brands.
- Driving success within a specific region by empowering teams in line with the overall leadership plan and blueprint.
- Maintaining and developing a computerised customer & prospect database.
- Organizing and maintaining stunning merchandising displays.
- Managing a sales team of 20 people.
- Maintaining relationships with multi-channel accounts.

#### *Company name - Location*

JOB TITLE      Employment dates (i.e. Aug 2011 – Jun 2013)

### KEY SKILLS AND COMPETENCIES

- Fully able to take on a high profile role where she will work closely with the company's Head Office team.
- Always having in-depth knowledge about the products that she is selling.
- Able to coach, motivate and engage a diverse team.
- Proven track record of achieving sales targets.
- Willing to travel to different locations around the country.
- Multi-site experience of working across a variety of locations.
- Detail oriented with the ability to manage projects from inception through execution.

### ACADEMIC QUALIFICATIONS

*Nuneaton University*      **2008 - 2011**  
BSc (Hons)      Retailing

*Coventry Central College*      **2005 - 2008**  
A levels:  
Maths (A) English (B) Technology (B) Science (C)

**REFERENCES** – Available on request.



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