



City, ST 12345



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email@example.com



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KEY SKILLS

- Multi-store operations & P&L management
- Visual merchandising & brand consistency
- Revenue growth & KPI tracking
- Loss prevention & shrink reduction

CERTIFICATIONS

- Certified Retail Operations Manager (CROM), National Retail Federation (NRF), July 2014

Hannah Cook

Retail District Sales Manager

Experienced retail district sales manager with eight years at Target and Walmart. Skilled in multi-store management, visual merchandising strategies, and revenue growth. Drove a 22% increase in district sales and reduced shrinkage by 12%.

PROFESSIONAL EXPERIENCE

DISTRICT SALES MANAGER

TARGET, MINNEAPOLIS, MN | FEBRUARY 2016 – PRESENT

- Oversee operations of six retail locations, driving a 22% increase in district sales over three years.
- Implemented standardized visual merchandising guidelines, improving brand consistency and a 10% lift in foot traffic.
- Reduced shrinkage by 12% through enhanced loss prevention training and process audits.

STORE MANAGER

WALMART, BENTONVILLE, AR | JULY 2012 – JANUARY 2016

- Managed a \$20 million P&L, achieving a 15% sales increase through product mix optimization and promotional tactics.
- Trained and developed a team of 40 associates, improving same-store sales by 8%.
- Spearheaded inventory accuracy initiatives, reducing stock variances by 18%.

EDUCATION

Bachelor of Science in Retail Management

University of Arkansas, Fayetteville, AR | May 2012