



Sophia Martinez

Home Décor Store Assistant Manager

CONTACT INFORMATION



(555) 000-0000



email@example.com



Austin, TX

EDUCATION

- Bachelor of Arts in Interior Design**
Texas State University | San Marcos, TX | May 2015

KEY SKILLS

- Interior design consultation and customer advisory
- Visual merchandising and showroom presentation
- Inventory management and waste reduction
- Customer satisfaction and retention strategies
- Team leadership and design skills training
- Seasonal promotion planning and execution
- Vendor relations and product sourcing
- Sales reporting and floor performance analysis
- Loss prevention and stock accuracy

ABOUT ME

Creative home décor retail assistant manager with 9+ years of experience in visual merchandising, interior design consultation, and team leadership. Boosted in-store sales by 22% through showroom display innovation, increased customer retention by 15% via design consultation training, and reduced inventory waste by 10% at Elegant Interiors. Skilled at translating interior design expertise into compelling retail environments that inspire purchases and build lasting customer loyalty.

PROFESSIONAL EXPERIENCE

ASSISTANT MANAGER | ELEGANT INTERIORS | AUSTIN, TX SEPTEMBER 2017 - PRESENT

- Boosted in-store sales by 22% by redesigning 6 major showroom vignettes per year to reflect current interior design trends and seasonal color palettes, increasing average basket size by 14%
- Trained staff on design consultation techniques including room-planning frameworks and product pairing strategies, increasing customer retention by 15% as measured by repeat visit tracking
- Reduced inventory waste by 10% through strategic stock rotation, markdown scheduling for slow-moving items, and improved seasonal purchasing alignment with sales data
- Managed vendor relationships with 15+ home décor suppliers, coordinating exclusive in-store product launches that drove a 20% sales lift on featured new arrivals
- Supervised a team of 10 associates including part-time design consultants and floor staff, maintaining 95% schedule adherence and a turnover rate 18% below the regional average
- Coordinated 4 seasonal in-store events per year including design workshops and product preview nights, increasing event-day foot traffic by 30% and generating \$15,000+ in event-attributed revenue

SALES ASSOCIATE | HOME ACCENTS | DALLAS, TX JUNE 2015 - AUGUST 2017

- Provided personalized interior design recommendations to 20+ customers daily, increasing average transaction value by 12% through room-based product bundling and accessory suggestions
- Supported 4 promotional events per year including seasonal sales and new collection previews, contributing to a 15% increase in weekend sales during each event period
- Maintained expert product knowledge across furniture, lighting, textiles, and accessories, earning the store's customer choice recognition award in 3 of 8 quarters
- Assisted with semi-annual showroom resets, contributing display concepts and executing furniture arrangement changes that supported a 10% increase in featured item sell-through