

Raymond Sanchez

District Manager

District Manager overseeing 14 specialty retail locations across the Carolinas with P&L accountability of roughly \$47M in annual revenue. Track record of turning around underperforming stores, building bench strength through internal promotions, and hitting comp-sales targets in three of the last four fiscal years.

Contact Information

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Education

- B.S., Business Administration, University of North Carolina at Greensboro, 2013

Key Skills

- Multi-unit P&L management
- Labor planning and sales per labor hour
- Shrink and loss prevention
- Talent pipeline development
- Store audits and operational compliance
- Visual merchandising standards
- New store openings and relocations
- Workday, Kronos, RetailNext
- Cross-functional partnership with HR, loss prevention, and real estate

Professional Experience

DISTRICT MANAGER | BRAMWELL & FINCH APPAREL, CHARLOTTE, NC
2020 – PRESENT

- Manage 14 stores across NC and SC generating \$47.3M in FY24 revenue, closing the year at 103% of plan.
- Rebuilt leadership pipeline after 2021 turnover spike, promoting 9 assistant managers into store manager roles over 30 months.
- Cut district shrink from 2.1% to 1.4% by rolling out a weekly cycle-count cadence and retraining loss-prevention champions at each location.
- Partnered with real estate team on 3 relocations and 1 new opening; two of the three relocations beat first-year sales projections.
- Coach store managers on weekly labor planning, keeping sales per labor hour within 4% of target across the district most quarters.

AREA MANAGER, 6 STORES | HALDEN ROW HOME GOODS, RALEIGH, NC
2016 – 2020

- Led a six-store cluster through a full point-of-sale conversion with no unplanned closures.
- Grew area comp sales 6.8% in 2019, the strongest gain in the Southeast region that year.
- Built a Saturday manager-in-training program that filled 4 of 5 open store manager seats internally.
- Reduced overtime spend across the cluster by tightening the scheduling review process with each store manager.

STORE MANAGER | HALDEN ROW HOME GOODS, DURHAM, NC
2013 – 2016

- Ran a \$6.2M flagship store with 42 associates, holding a top-quartile mystery shop score for 11 consecutive quarters.
- Turned around a store that had missed plan 5 quarters in a row, hitting plan within 2 quarters of taking over.
- Cultivated a team culture that dropped voluntary turnover from around 78% to the low 40s.