

## FUNCTIONAL RESUME SAMPLE

### FULL NAME

12340 Any Street  
Anytown, BC Z1Z 1A1

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### Regional Manager - Retail Fashion Industry

Impeccable record for driving business results through building positive relationships and strong teams, maintaining brand integrity, and improving merchandising techniques. Solid performance in raising revenue and staff satisfaction. Focused on KPI (Key Performance Indicator) with innovative approach to growing sales.

#### **EXPERTISE:**

Sales Leadership	Profit Development	Staff Acquisition & People Development
Commercial Look	Coaching & Mentoring	Shop Logistics
Brand Integrity	Consumer Trends	Market Analysis

#### **SKILLS & EXPERIENCE HIGHLIGHTS:**

##### *Talent Acquisition and Development*

Managed 8 area district leaders, identifying and grooming promising talent aligned with the brand. Mentored 20+ Store Managers for personal and career development within the store brand. Designed innovative direct recruitment process methods that attracted top talent in competitive market.

##### *Strategic Business Initiatives and Achievements*

Decreased the district's shrink results by 23% over the previous year (2016). Transformed several poor performing stores and districts to top performing. Opened 3 new stores, 7 rebuilds, on time and exceeding fiscal sales targets.

##### *Customer Experience*

Consistent high performance in blending the customer experience and staff efficiency. Increased service standards in all locations, maintaining strong relationships with all levels of staff. Planned and implemented store layouts to improve ease of access to product for customers. Maximized use of commercial space and back room stock to build customer experience and maintain strong brand image.

#### **EMPLOYMENT HISTORY**

<b>Regional Manager</b>	Your Retail Heaven Inc. Toronto, ON	2015 – 2020
<b>Business Manager</b>	ABC Jeans Company Vancouver, BC	2012 – 2014
<b>Merchandising Manager</b>	The Coat Company Winnipeg, MB	2009 – 2011
<b>Store Manager</b>	Indigo Books Winnipeg, MB	2005 – 2009

#### **EDUCATION**

Bachelor of Business Administration	University of Manitoba	2001
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