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## Employment

### **KOHLER COMPANY**

#### **BAKING FURNITURE**

2010 to present Director of Showrooms and Stores

- Responsible for 24 locations in US and England. 70 Million dollars in sales.
- Responsible for all aspects of Sales, Profit & Loss, Operations, Merchandizing and Visual Merchandizing. *Current role should be discussed in greater detail*
- Consistent growth of business year over year for entire time in the position.

*Always show detailed figures where possible*

#### **ANNE STACKS TILE AND BATH**

2007 to 2010 Regional Manager West Coast

- West Coast Region accounted for 51% of the company's total sales volume.
- Responsible for Profit & Loss, Operations Visual Display and Merchandizing.
- Three consecutive years of double digit growth in sales volume.

*Cite actions taken to increase sales growth over time*

#### **ROBERT ALLEN BEACON HILL**

2004 to 2007 Regional Showroom Manager Central/South Region

- Oversee all aspects of management of Showrooms, including fabrics and furnishings sales
- Responsible for developing and implementing showroom procedures
- Developed and maintained client relationships, including resolving customer issues, and active in design community functions
- Establish action plans for future business growth *Again, show more detail*

#### **BATH & BODY WORKS**

2001 to 2004 District Sales Manager Central Suburbs, Chicago, IL.

- Oversaw the day to day operation of 13 Stores with gross annual sales of 16 Million.
- Responsible for driving sales, training and development of management, and daily operations

#### **ZANY BRAINY**

2000 to 2001 District Sales Manager Illinois, Chicago, IL.

- 28 Million in sales, 10 Stores *Keep consistent grammar throughout resume*
- Hiring, training and development of personal for all stores.

**THE LIMITED**

1982 to September 2000

1992 to 2000 District Sales Manager Chicago, IL.  
- Managed all aspects of daily operations of the #1 Volume District in Company consisting of 8 stores with 25 Million in sales

1986 to 1992 Store Sales Manager Chesterfield Mall St. Louis, Mo.  
*All employment is not required* 1.5 Million - 3 Million in sales,  
District Home Store

1983 to 1986 Co- Sales Manager Frontenac Mall St. Louis, Mo.  
Flagship Store

1982 to 1983 Assistant Manager Jamestown Mall, St. Louis, Mo.

**Achievements** *If you list achievements, make them relevant to work history*

4 H Winner (Honesty, Hard Work, Humility & Humor) 3<sup>rd</sup> quarter 2003

Presidents Club Member in 1993, 1994, 1996 and 1997. Members must be the best in their region and the company in several sales categories.

Corporate Task Force Member in 1995 and 1997. Task Forces were formed to deal with the issue of backroom standardization in 1995 and holiday hiring strategies in 1997. Once the issues were addressed, the Task force was responsible for implementing the protocols and procedures on a company wide basis.

**Education**

Southern Illinois University  
Carbondale, Illinois 1982 Bachelor of Arts-Education with a Minor in Dance

*Where ever possible, add spacing to increase readability*