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EXECUTIVE LEVEL RETAIL MANAGEMENT

Business Development ■ Sales ■ Revenue & Profit Optimization ■ Operations Management ■ Turnaround

- Client-driven and quality focused executive level manager with thorough understanding of store operations based on actual hands on experience.
- Proven ability to quickly analyze key business issues and develop successful strategies to positively impact the bottom line.
- Complementary blend of solid strategic planning, general management skills and retail expertise.
- Well-developed interpersonal skills; adept at establishing and maintaining favorable rapport with multi-cultural and cross-industry clients and staff.
- Successful team management from identifying and procuring talent, training personnel and ensuring cost-effective workforce plans.
- Empowering as a leader and mentor; consistently challenging team members to surpass personal career objectives and have a positive impact on the organization.

VALUE OFFERED

P&L
Project Management
Restructuring
Start Ups / Turnarounds
Strategic Planning
Team Leadership /
Motivation
Employee Engagement
Talent Management
Workforce Planning
Budgeting
Expense Control
Payroll
Technology Savvy
Sales Forecasting
Event Planning
Customer Service

PROFESSIONAL EXPERTISE

EMPLOYMENT/TRAINING AND DEVELOPMENT

- Demonstrated talent for stellar talent acquisition.
- Recognize need for training programs that emphasize service-based relationship programs and facilitate same.
- Foster and cultivate team environments and cross-functional cooperation by pioneering community outreach events.
- Collaborate with training personnel to develop and roll-out of manager training and certification programs designed to teach safety / risk management, internal audit, and shortage control.

MARKETING/SALES/BUSINESS DEVELOPMENT

- Institute brand management functions based on product visibility, customer / seasonal demand, and product movement.
- Increase buyer awareness and solidify market positioning with design, development, and production of POS displays and visual merchandising strategies.
- Generate revenue stream by enhancing order tracking and fulfillment capabilities.

MARKETING/SALES/BUSINESS DEVELOPMENT CONT.

- Skillfully control profitability reports, purchases, and sales promotions; historically maintained balanced inventory in excess of \$11 million plus expenses.

OPERATIONS

- Skilled at managing performance of loss prevention managers, managerial staff and store associates within loss prevention/safety guidelines at store levels.
- Proven ability to pioneer innovative change management programs focused on core productivity and efficiency.
- Recognize needs and implement strategies to streamline operating infrastructures, integrate similar functions, and increase employee accountability.
- Technology savvy with the ability to revamped inventory management systems to meet company standards and customer demand for increased gross profits and reduced shrink.
- Track record of securing favorable negotiations with contractors and township officials to acquire Certificate of occupancy for store openings.

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CAREER HISTORY

SNAPSHOT

American public multinational corporation that runs a chain of large discount department stores and warehouse stores. The world's largest public corporation by revenue.

Report to: Market Manager

Supervise: 250+ managerial and staff employees.

TRADER STORES, INC, NY, CT

2005-Present

Store Manager

Fully accountable for a 133,000 sq. ft. retail building.

KEY ACCOMPLISHMENTS

- Spearheaded successful turnaround efforts for three high volume stores, Setauket, Coram and West Hampton.
- Within a ten week period, coordinated and secured needed support from DC's and surrounding facilities to implement plans and successfully process 200+ backroom pallets and eight trailers of freight. (200,000 sq. ft. super center; \$105 million annual revenue; 22 assistant/managers, 475 associates)
- Processed 180 pallets of backroom freight within six weeks and returned sales floor to presentable/marketable status. Rejuvenated sales floor resulted in an increase in sales and customer loyalty. (123,000 sq. Foot building, \$120 million in annual revenue, ten assistant managers)
- Revitalized commitment to corporate vision by undergoing a remodel with an unkempt backroom with several mixed pallets of freight and achieving/maintaining corporate standards within ten weeks. (\$110 million annual revenue; ten assistant managers)

SNAPSHOT

Leading national hard and soft-goods retailer with 2,000+ store locations.

Reported to: District Manager

Supervised: 390+ managerial and staff employees.

BULL'S EYE DEPARTMENT STORES, NY

2002-2005

Store Manager (2004-2005) ■ Senior Executive (2002-2004)

Led five high volume stores with annual revenue averaging between \$42 million and \$88 million. Oversaw P&L, business planning, operations, personnel, finance, facilities, marketing/sales and CRM.

KEY ACCOMPLISHMENTS

- Led Suffolk County department stores through periods of accelerated growth and sustained market presence showcased by YTD sales revenue and profit increases.
- Served as team lead in all start up activities to successfully open Hempstead, NY and Garden City, NY stores; assembled and oversaw teams to ensure set up of fixtures, gondolas and merchandise in both locations.
- Improved forecasting capabilities and sales floor replenishment by revamping incoming order reports.
- Reduced on-hand inventory assets, increased operating efficiency and productivity and improved in-stock percentage by implementing new inventory control models and processes.

SNAPSHOT

Upscale retail department stores.

Reported to: District Manager

Supervised: 299+ managerial and staff employees.

FIX IT DEPARTMENT STORES, NY, CT

1995-2002

Store Manager (2001-2002) ■ Assistant Store Manager (1998-2001)

■ **Regional Manager, Loss Prevention / Safety (1995-1998)**

Oversaw operations of multi-million dollar departments while maintaining balanced inventory and ensuring merchandise was properly maintained.

KEY ACCOMPLISHMENTS

- Revitalized commitment to corporate vision and achieved measurable gains in sales revenues, customer satisfaction, and customer retention.
- Developed organization-wide comprehensive customer needs analysis and created innovative account retention programs, culminating in protection of key customers against competition.
- Spearheaded impulse plan-o-grams and allocations focused on item movement. Tracked and discontinued poorly moving products to optimally allocate space.
- Improved product branding for optimal representation to the consumer and incorporated / featured new product lines, merchandising and cross merchandising.

EDUCATIONAL BACKGROUND

B.A., Marketing, Adelphi University, Garden City, NY

Languages: Conversational Spanish

Technical Skills: Microsoft Word & Excel