

**Stephanie Pilkewicz**  
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## Profile

Resilient, highly organized management professional, experienced in implementing innovative sales techniques, store merchandising and pricing. Proven record of exceeding sales forecasts and creating highly productive, sales-focused teams through customer-centered training programs. Experienced, detail-driven operations analysis, resulting in effective budget oversight, reduced shrinkage, cutting edge merchandising presentation and consistent product turnover.

## Professional Experience

### **Store Manager, Urban Outfitters, Boston, MA**

*December 2015 - Present*

- Manage and train a 100-member team for operations of 60,000 sq. ft. store, providing positive coaching and accountability to exceed customer expectations
- Supervise four department managers, devising motivational plans and strategies for staff performance
- Oversee store remodels, including \$3.1M complete store remodel, October 2017
- Implement evolving policies and procedures to increase client loyalty and store sales

### **Assistant Store Manager, Anthropologie, Cambridge, MA**

*July 2012 - December 2015*

- Supported store manager in increasing monthly sales revenue by 20%
- Coordinated and developed new employee training and sales associates' schedules
- Increased customer satisfaction ratings by 25% within the first seven months and profitability by 45% within the first year
- Implemented inventory and merchandising procedures on a quarterly basis, reducing shrinkage by 1.8% to .7%

## Education

### **Bachelor of Arts, Business Administration**

*BAY STATE COLLEGE Boston, MA, September 2008 - June 2012*

## Key Skills

- Ability to adapt to changing policies and expectations
- Experienced in management training and leadership of large teams
- Detail-focused, attentive to inventory, in-store systems and logistics
- Bilingual in English and Spanish

## Certifications

- Retail and Omnichannel Management Certificate