

Jacob Smithe, MBA

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Collaborative Business Leader with 4+ years of experience in the grocery industry. Strong knowledge of grocery store staffing needs, product mix, and pricing practices. Recent achievements include motivating a team to grow yearly sales by more than 10%. Master of Business Administration.

Education

Master of Business Administration

Ohio State University, Columbus, OH | 2020

Bachelor of Business

University of North Carolina, Chapel Hill, NC | 2019

Key Skills

- Complex Problem-Solving
- Project & Program Management
- Reporting & Documentation
- Revenue & Profit Growth
- Supplier Relations
- Team Leadership & Motivation

Professional Experience

Store Manager

Columbus Food Market, Columbus, OH | June 2020 to Present

- Grew annual sales 10%+ and surpassed all store goals from June 2021 to May 2022
- Revised product mix to improve store's competitive positioning and reflect consumer trends
- Launched community outreach program to help local residents and raise brand visibility

Assistant Store Manager

Nichol's Grocer, Columbus, OH | March 2019 to May 2020

- Helped hire, train, and performance-manage 40 employees
- Actively addressed product or delivery issues with suppliers as needed