

(860) [REDACTED]
[REDACTED]@GMAIL.COM
[REDACTED], PA

RANDY [REDACTED]

SKILLS

Staffing and Recruiting	Loss Prevention	Visual Merchandising
Multi-Unit Management	New Store Openings	Sales Training
Driving Results	Operational Consistency	Associate Development

EXPERIENCE

[REDACTED] – District Manager

SEPTEMBER 2019 – JUNE 2020

- District Manager for 11 locations in the [REDACTED] market with over \$10M in annual sales.
- Restaffed 80% of the district before Holiday 2019 to align with standards for improved visuals and sales-first focus.
- Led team to significant growth in KPI results including comp sales, add-on sales, gift card sales, and guest conversion.

[REDACTED] – District Manager

JUNE 2012 – SEPTEMBER 2019

- District Manager for 14 locations in [REDACTED] with \$7M in annual sales.
- Consistently led the company in comp increases, average-dollar growth, event/promotion results and shrink. Team was #1 in the company in 2018 and 2019 for add-on sales as well as guest conversion.
- Participated in numerous company initiatives including a complete rewrite of all company training and evaluation materials.

[REDACTED] – District Manager/Multi-Unit Manager

JUNE 2002 – FEBRUARY 2012

- District Manager for 11 locations in [REDACTED] with \$8M in sales.
- Acknowledged for consistent team results in comp sales, staff retention, visual merchandising, and shrink.
- Supervised 20+ new store openings/remodels including completion of contractor punch list, hiring/training all staff, and visual setup.
- Received a company leadership award in October 2003.

EDUCATION

[REDACTED] College – AA Liberal Arts

SEPTEMBER 1992 – MAY 2000, [REDACTED]