

Jane Needs A Job

555-111-9999

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General Manager and Experienced Retail Leader

Experienced executive in business development and sales, retail merchandising, store operations, and category management. Additional expertise in process improvement, information technology, and consulting. Known as a results-oriented manager with a strong track record of increasing top line performance in new and high-growth businesses. Excellent reputation highlighted by goal attainment, people development, ethics, and long-term relationships.

Prior Companies and Education



Management & Operations Qualifications

- Business Development and Sales
- Strategy development
- Tactical planning and execution
- P & L accountability
- Profitability & cost analysis
- Outstanding interpersonal skills
- Process design and implementation
- Operations planning and management
- Marketing planning and execution
- Retail merchandising and operations expert
- Process and technology project management
- Coach, mentor and master trainer

Focus Position Profile

Location	Atlanta Area – North Preferred
Company Size	Small and Mid-Size; startup and high growth
Titles of Positions	Business Development; Director Marketing/Sales; General Manager
Titles of Potential Hiring Managers	VP of Sales; Sales Director; Sales Manager

Focus Companies

CPG	High Tech / Other	Retailer Software/suppliers	Retailers
Masco	MarketSource	Radiant Systems	Target
Tuff Shed	Allconnect	Reflexis	Harbour Freight Company
Ames True Temper	Broadvine	CAS	Lowe's
Zep	Equifax	Oracle	Petco
Kraftmaid	RoadLink	Red Prairie	Kohls
Kohler	Scientific Games	True Demand	Meijers
Kimberly Clark	American Standard	ADT	Batteries Plus
Hansgrohe	Scotts	MTI	Chicos FAS
TTI	Rainbird		
Black & Decker	Husqvarna		

Active Opportunities

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|-----------------|-------------------------|-----------------------|--------------------|
| MTI | Faith Technologies | Equifax | Husqvarna |
| Office Depot | Tractor Supply | Batteries Plus | Equity Residential |
| Wal-Mart | Premier Retail Networks | Georgia Retail Assoc. | TimeSight Systems |
| Radiant Systems | Install It Today | Akeena Solar | Edward Jones |
| MarketSource | Dollar General | Scientific Games | |