

Kash Long

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Summary

Highly motivated and results-oriented Retail Store Manager with 8+ years of proven experience in driving profitability, reducing operating costs, and exceeding sales targets. Adept at developing and executing strategic initiatives to enhance customer satisfaction, optimize inventory management, and streamline operations. Proven ability to lead and motivate teams, foster a positive work environment, and achieve exceptional organizational goals.

Education

Bachelor's Degree, CGPA: 7.6

Dec 2017

Experience

Walmart

Retail Store Manager

Jan 2022 - Present

- Developed and executed training programs for new and existing staff, resulting in reduced employee turnover and enhanced productivity.
- Managed a team of 20+ employees, providing guidance and motivation to achieve operational goals.
- Utilized advanced inventory management systems to optimize stock levels, minimize waste, and ensure product availability.
- Collaborated with vendors to secure exclusive products and negotiate favorable terms, enhancing store competitiveness.

Target

Retail Store Manager

- Increased store profitability by 15% through implementing innovative marketing strategies and optimizing inventory levels.
- Reduced store operating costs by 10% via streamlining operations and negotiating favorable vendor contracts.
- Exceeded sales targets by 20% each quarter through effective team motivation and performance management.
- Improved customer satisfaction by 25% by implementing a comprehensive customer feedback program and resolving complaints promptly.

Skills

- Sales Management
- Customer Service
- Inventory Management
- Team Leadership
- Financial Management
- Operations Management

Accomplishments

- CHALLENGE** Declining sales due to increased competition **ACTION** Implemented a comprehensive marketing campaign and enhanced customer service initiatives **RESULT** Increased sales by 12% and regained market share
- CHALLENGE** High employee turnover **ACTION** Developed and implemented a comprehensive onboarding and retention strategy **RESULT** Reduced turnover rate by 20%
- CHALLENGE** Inefficient inventory management system **ACTION** Implemented a new inventory control system and optimized warehouse operations **RESULT** Improved inventory accuracy by 15% and reduced shrinkage by 8%
- CHALLENGE** Limited customer engagement **ACTION** Launched a social media campaign and implemented personalized marketing strategies **RESULT** Increased customer engagement by 25%
- CHALLENGE** Poor communication within the team **ACTION** Facilitated regular team meetings and established clear communication channels **RESULT** Improved teamwork and collaboration

Awards

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