
PROFESSIONAL SUMMARY

Versatile and innovative management professional skilled at seeing the “big picture” while still focusing on the details. Excels at directing sales, staffing, and operations for multiple stores within the region.

SKILLS

- Goal oriented
 - Customer focused
 - Personnel development
 - Merchandising
 - Strong communication skills
 - Employee relations
 - Strategic thinker
 - Vendor management
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WORK HISTORY

12/2006 to Current District Manager

Sprint – Honolulu, HI

- Established clear objectives and helped team members develop plans to achieve quotas.
- Managed marketing budgets to maximize local advertising.
- Developed programs to increase sales and revenue.
- Collaborated cross-functionally with other channels to analyze issues impacting retail sales.
- Recommended, developed, and implemented process improvements.
- Responsible for site selections of company branded locations.

02/2003 to 11/2006 Store Manager

Sprint – Vancouver, WA & Honolulu, HI

- Exceeded monthly sales targets on all metrics.
- Hired, trained and developed sales associated.
- Conducted store inventories on a monthly basis.
- Generated repeat business through exceptional customer service.

04/2000 to Indirect Account Executive

06/2002 ***Sprint – Portland, OR***

- Responsible for establishing and maintaining dealer relationships.

- Motivated and trained sales associates.
 - Provided channel conflict resolution as needed.
 - Conducted training programs to educate sales associates regarding products and programs.
 - Utilized planogram to effectively merchandise space and to maintain store consistency of collateral and product.
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EDUCATION

MBA: International Management

Whitworth University - Spokane, WA

Bachelor of Arts: Business Management

Whitworth University - Spokane, WA

Punahou School - Honolulu, HI