



## Retail Store Manager

# Linda Baca

### Professional summary

Dynamic and results-driven Retail Store Manager with experience in managing high-performing retail teams and driving sales growth. Proven track record in optimizing store operations, enhancing customer experiences, and achieving operational excellence. Adept at budgeting, merchandising, and staff development with a keen ability to identify opportunities for improvement and implement effective solutions.

### Experience

#### Retail Store Manager

April 2022 - Now

Walmart / United States, Indianapolis, IN

- Oversee daily store operations, including inventory management, sales tracking, and staff supervision for a team of 20+ employees.
- Implement a new staff training program. Develop and execute in-store events.
- Manage store budget effectively, reducing operational costs by 10% through efficient resource allocation and vendor negotiation.
- Achieved a 20% increase in annual sales through strategic merchandising and promotions.

#### Assistant Store Manager

November 2020 - May 2022

Target / United States, Indianapolis, IN

- Assisted the Store Manager in daily operations, including scheduling, sales tracking, and staff training.
- Conducted regular inventory audits and managed stock levels to ensure optimal product availability and minimize shrinkage.
- Resolved customer complaints and provided exceptional service, leading to a 95% customer satisfaction rating.

#### Sales Associate

May 2020 - September 2020

Target / United States, Indianapolis, IN

- Provided excellent customer service, assisting customers with product selection and addressing inquiries.
- Contributed to achieving monthly sales targets through effective upselling and cross-selling techniques.
- Maintained store cleanliness and organization, ensuring a pleasant shopping environment for customers.

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### Education

#### Bachelor of Science in Business Management

2016 - 2020

University of Indianapolis

United States

#### Certified Retail Management Professional

Retail Management Institute

2021

### Skills

Merchandising

Inventory Management

Sales Strategies

Budgeting and Forecasting

Coaching and Mentoring

Cash Handling

Retail Operations

Visual Merchandising

Loss Prevention

### Languages

Spanish (intermediate)