

# Love Schilleci

Retail Manager

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## Details

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## Profile

Results-driven Retail Manager with 2 years of experience effectively leading store operations, optimizing sales strategies, and enhancing customer satisfaction. Adept at managing budgets, creating compelling visual merchandising, and fostering strong team collaboration. Proven ability to consistently achieve sales targets while minimizing costs and maximizing profitability. Skilled in analyzing performance data, identifying areas for improvement, and implementing innovative solutions to drive business growth.

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## Employment History

### Retail Store Manager at Kohl's Corporation, WI

May 2023 - Present

- Successfully increased store revenue by 15% within the first year of management by implementing effective sales strategies and improving staff training programs.
- Boosted customer satisfaction ratings by 20% through the introduction of enhanced store layouts, better product displays, and a more efficient checkout process.
- Reduced employee turnover rate by 25% by creating a positive work environment, offering competitive benefits, and providing opportunities for career advancement within the company.
- Achieved an inventory shrinkage rate reduction of 10% by implementing stricter loss prevention policies and procedures, as well as conducting regular audits and staff training on theft prevention.

### Assistant Retail Store Manager at Walmart Inc., WI

Sep 2021 - Apr 2023

- Increased overall store sales by 15% within the first year, resulting in a \$1.5 million increase in annual revenue for the Walmart WI location.
  - Successfully implemented a new inventory management system, reducing stock discrepancies by 25% and improving overall stock accuracy by 40%.
  - Led a team of 30 employees, increasing overall customer satisfaction ratings by 20% through staff training initiatives and improved customer service practices.
  - Reduced employee turnover rate by 35% through the development and implementation of a comprehensive onboarding program and ongoing employee engagement initiatives.
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## Education

### Bachelor of Business Administration in Retail Management at University of Wisconsin-Madison

Aug 2017 - May 2021