


Lilyian Salan

Retail

Dedicated retail professional with 1 year of experience in driving sales and providing exceptional customer service. Adept at maintaining store presentation, managing inventory, and handling cashier duties. Proven track record of meeting and exceeding sales targets while fostering a positive shopping experience for customers. Eager to contribute to a dynamic retail team and continuously develop skills in merchandising, product knowledge, and relationship-building.

lilyian.salan@gmail.com 

(167) 829-6470 

123 Maple Street, Milwaukee, WI 
53202

Education

**Associate of Applied Science
in Retail Management at
Fox Valley Technical College,
Appleton, WI**

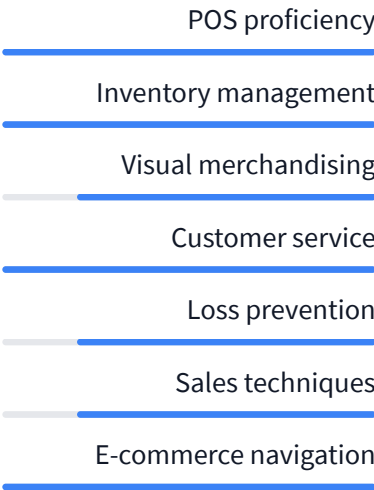
Sep 2018 - May 2022

Relevant Coursework: Retail
Operations, Store Management,
Merchandising, Marketing,
Inventory Control, Customer
Service, Financial Management,
Human Resources, and
Business Ethics.

Links

[linkedin.com/in/lilyiansalan](https://www.linkedin.com/in/lilyiansalan)

Skills



Languages

Employment History

Retail Store Manager at Kohl's, WI

Apr 2023 - Present

- Increased overall sales by 15% in the first year, resulting in an additional revenue of \$1.2 million for the Kohl's store in Wisconsin.
- Successfully reduced employee turnover rate by 25% through the implementation of effective training programs, team-building activities, and performance-based incentives.
- Streamlined inventory management processes, leading to a 30% reduction in stock discrepancies and a 10% improvement in stock replenishment efficiency.

Retail Sales Associate at Shopko, WI

Sep 2022 - Feb 2023

- Achieved a 35% increase in sales during my first year as a Retail Sales Associate, exceeding the store's target by 10%.
- Successfully maintained a 90% customer satisfaction rate throughout my time at Shopko, WI, contributing to a 15% increase in repeat customers.
- Consistently met and exceeded monthly sales quotas by an average of 20%, resulting in recognition as the top-performing Retail Sales Associate for three consecutive quarters.
- Implemented new visual merchandising strategies that led to a 25% increase in impulse purchases and a 10% increase in overall sales within my department.

Certificates

Certified Retail Manager (CRM)

Nov 2021

Certified Professional in Supply Management (CPSM)

Aug 2020

Memberships

National Retail Federation (NRF)

Retail Industry Leaders Association (RILA)