


Mayce Nerem

Retail Sales Manager

Results-driven Retail Sales Manager with 2 years of experience in maximizing sales and profitability through effective team management and strategic planning. Adept at fostering a customer-centric environment, implementing innovative merchandising techniques, and driving employee development. Demonstrated success in increasing store performance, enhancing customer satisfaction, and streamlining inventory management. Committed to driving overall business growth and delivering exceptional customer experiences.

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(223) 174-2292 

1234 Maple Street, Milwaukee, WI 53202 

Education

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

Aug 2017 - May 2021

Relevant Coursework: Retail Operations, Merchandising Management, Supply Chain Management, Retail Marketing, Consumer Behavior, Store Management, Financial Analysis, E-commerce, and Retail Analytics.

Links

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

Skills

Merchandising

Inventory management

Customer service

Team leadership

Sales forecasting

Budgeting

Conflict resolution

Employment History

Retail Sales Manager at Kohl's Corporation, WI

May 2023 - Present

- Increased overall store sales by 15% within the first year of management, resulting in a revenue increase of \$1.2 million for the Kohl's Corporation in WI.
- Successfully managed a team of 25 sales associates, leading to a 20% improvement in customer satisfaction scores and a 10% reduction in employee turnover rates.
- Implemented new visual merchandising strategies that led to a 25% increase in sales for key product categories, contributing to an overall growth in store profitability.
- Streamlined inventory management processes, reducing excess stock by 30% and improving stock turnover rates by 18%, leading to more efficient use of store resources and reduced operational costs.

Assistant Retail Sales Manager at Walmart Inc., WI

Aug 2021 - Mar 2023

- Successfully increased overall sales by 15% in the first quarter of 2020 by implementing targeted marketing strategies and optimizing staff schedules to meet peak customer demands.
- Effectively managed a team of 20 sales associates, reducing employee turnover by 25% in 2019 through the development and implementation of comprehensive training programs and employee recognition initiatives.
- Streamlined inventory management processes, resulting in a 10% reduction in stock discrepancies and a 5% increase in overall inventory accuracy during the 2019 fiscal year.
- Coordinated and executed a store-wide seasonal promotion in December 2019 that generated a 20% increase in sales compared to the previous year, contributing to a record-breaking holiday sales season for the store.

Certificates

Certified Retail Sales Manager (CRSM)

Mar 2022

Certified Professional Salesperson (CPS)

Aug 2020