




Olivia Brown


Retail Sales Manager

Retail sales manager with over eight years of experience leading high-performing teams in fast-paced retail environments. Skilled in driving revenue growth, enhancing store operations, and optimizing customer satisfaction. Proven ability to mentor teams to exceed sales targets consistently.

CONTACT INFORMATION

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 Los Angeles, CA

KEY SKILLS

- Budget management
- Customer service improvement
- Inventory control
- Sales strategy development
- Team leadership

EDUCATION

Bachelor of Arts (B.A.) in Business Management
University of Southern California | Los Angeles, CA
May 2013

PROFESSIONAL EXPERIENCE

Retail Sales Manager | Style Haven, Los Angeles, CA
February 2016 - Present

- Boosted store revenue by 40% over three years by implementing sales strategies and training programs
- Reduced inventory loss by 25% through improved stock management practices
- Led a 15-member team to achieve 120% of annual sales targets

Assistant Store Manager | Trendy Threads, San Diego, CA
August 2013 - January 2016

- Improved customer satisfaction scores by 30% by enhancing employee training and store layout
- Managed daily operations and supported hiring efforts, increasing team productivity by 20%