

Aisha Khan

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SUMMARY

Dynamic and results-driven District Manager with over 7 years of experience in overseeing operations, enhancing team performance, and driving sales growth across multiple locations. Proven track record of achieving operational excellence and implementing strategic initiatives that increase revenue and efficiency.

EXPERIENCE

District Manager

Jan 2022 - Present

Retail Innovations Inc., San Francisco, CA

- Increased district sales by 25% over one fiscal year through effective leadership and strategic marketing initiatives.
- Reduced operational costs by 15% by implementing streamlined processes and inventory management techniques across 10 stores.
- Developed and trained a high-performing team of 50+ employees, resulting in a 30% increase in employee retention.

Area Manager

Jun 2018 - Dec 2021

Fast Retail Group, Los Angeles, CA

- Led a team managing 8 retail locations, achieving an average annual revenue increase of 20%.
- Implemented customer relationship management software that improved customer satisfaction scores by 40%.
- Spearheaded training programs that enhanced sales techniques and product knowledge, leading to a 15% reduction in training time.

Store Manager

Aug 2015 - May 2018

Fashion Forward, San Diego, CA

- Achieved 'Store of the Year' award for exceeding sales targets by 35% and achieving the lowest shrinkage rate in the district.
- Implemented visual merchandising strategies that increased foot traffic by 20% in the first quarter.
- Managed a budget of \$2 million, delivering results under budget while enhancing store performance.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of California, Berkeley, Berkeley, CA • GPA: 3.7

SKILLS

Technical Skills: Sales Strategy Development, Operational Excellence, Team Leadership, Data Analysis

Tools & Frameworks: Salesforce, Tableau, Microsoft Office Suite, Oracle Inventory Management