

Aisha Patel

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SUMMARY

Dynamic and results-oriented Retail Manager with over 5 years of experience in driving sales and enhancing customer satisfaction in fast-paced environments. Proven track record of achieving sales targets and improving operational efficiency.

EXPERIENCE

Retail Manager

Jan 2022 - Present

Best Retail Co., Los Angeles, CA

- Increased store revenue by 30% over two years by implementing effective merchandising strategies.
- Reduced inventory shrinkage by 15% through enhanced staff training and loss prevention initiatives.
- Utilized point-of-sale systems (POS) and inventory management software to streamline operations and improve efficiency.

Assistant Retail Manager

May 2019 - Dec 2021

Fashion Hub, Santa Monica, CA

- Assisted in achieving a 20% increase in customer satisfaction scores by implementing staff training programs focused on customer service.
- Coordinated promotional events that resulted in a 25% boost in foot traffic during key sales periods.
- Managed daily operations and inventory control using ERP software, ensuring optimal stock levels and reduced excess inventory.

Sales Associate

Jun 2017 - Apr 2019

Trendy Outlet, Burbank, CA

- Consistently exceeded sales targets by an average of 15% through personalized customer interactions.
- Recognized as Employee of the Month three times for outstanding sales performance and teamwork.
- Trained new employees on sales techniques and product knowledge, improving team performance.

EDUCATION

Bachelor of Science in Business Management

May 2018

California State University, Los Angeles, Los Angeles, CA • GPA: 3.7

SKILLS

Technical Skills: Sales Forecasting, Inventory Management, Customer Relationship Management (CRM), Data Analysis

Tools & Frameworks: Square POS, Shopify, Microsoft Excel