

JESSE MAHREZ

GROCERY STORE MANAGER

Location

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PROFESSIONAL PROFILE

Adept strategic planner with more than 20 years of experience in operations management and sales in freight forwarding/ transportation/ customs brokerage and retail industries. Skilled in exceeding sales goals. Proficient in cost and expenditure control with an understanding of how productivity relates to larger financial challenges. Experienced in a fast-paced environment and demonstrate strong organizational and multitasking skills.

CAREER HIGHLIGHTS

ABC Supermarket, Miami, FL

, *General Grocery Store Manager*

2007 to 2010

RESPONSIBILITIES

- Supervised all stages of operations for three stores with more than 100 employees.
- Managed and developed top-performing direct reports which included those for store managers, corporate buyer of dry goods, and corporate buyer of meat.
- Performed cost-conscious financial planning and management, directing cost and revenue at the corporate level, checking bank balances, and conducting bank reconciliation.
- Led results-oriented marketing efforts and sales, performed market research, and held meetings with the owner to become informed on sales data and P/L.
- Held regular meetings with managers to make sure company policies, directions, and expectations were understood and implemented.
- Supervised merchandising at the corporate level as well as managed customer relations.

ACCOMPLISHMENTS

- Over 30% cost reduction in four months by implementing a strategic plan during a challenging economic climate.
- Achieved over 20% in labor costs through training employees on multitasking, and encouraging [Store Managers](#) to become hands-on, ready to perform any task whenever necessary.
- I also saved labor costs by providing a solution to meat display cooler service requirements.
- Preserved labor costs by consolidating Meat, Shellfish, and Seafood Departments into one department.
- Reduced COGS by 10%, minimizing the purchase of luxury items by merchandising necessities.

BCD Grocery, Miami, FL

, General Grocery Store Manager

2004 to 2007

RESPONSIBILITIES

- I single-handedly carried out all store-level operations, including hiring, training, and evaluating employees and creating their work schedules, reporting to the owner, and managing more than 50 employees.
- Introduced new merchandising techniques as well as health code enforcement, customer relations, tenant relations, payouts, bank deposits, and in-house bookkeeping.
- Performed sales goals analysis and forecasts, managed budgets, and monitored P/L.
- Held daily meetings with the Department Head and Assistant Manager to review issues and expectations and discuss merchandise orders.
- Inspected merchandise quality.
- Evaluated sales from the previous day and monitored the store all in terms of cleanliness as well as performed troubleshooting operations.
- Introduced a wider category of foods which brought in more international varieties.

ACCOMPLISHMENTS

- As the manager, I directed the successful expansion of the store, which consisted of an additional 65,000 sq. ft.. This came with a number of tasks and challenges, including the coordination of contractors and equipment, the acquisition of

all the necessary permits, the supervision of POS, hiring and training all personnel, organizing and promoting the grand opening, and leasing out available in-store space.

- Managed on-time build-up of the store and helped in the design of the POS system.
- Produced \$12 million in sales in the year 2007, which meant that a 25% increment was realized than earlier times.
- I single-handedly led a Wholesale Sales Team and contributed up to 10% of the total sales market.
- Won bid for two local events which increased store exposure and improved community relations.
- Commended for securing in-store renters for leased space within six months.
- Achieved a flawless Track record in the Department Head and Assistant Manager turn-over.
- Promoted to General Manager after adding tremendous value to the company during the 18 months of service.

EDUCATION & QUALIFICATIONS

XYZ University,

Bachelor of Business Administration

Class of 2003

Bachelor of Business Administration at XYZ University in Miami, FL, where I graduated top of my class..

CORE SKILLS

- MS Office
- Windows
- Mac
- QuickBooks

- MS Retail Management System
- Pascal
- BASIC
- Database Language (dBASE IV, dBASE V)

LANGUAGES

English ? Italian ? Japanese ? Chinese

HOBBIES & INTERESTS

Scrapbooking ? Surfing ? Pottery ? Cycling ? Travelling

INDUSTRY REFERENCES

Robert Mason

Manager

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Jennifer Michaels

Manager

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