

Maxine Curry

District Manager

AREAS OF EXPERTISE

Sales processes
Operating procedures
Training employees
Business administration
Performance management
Team meetings

PROFESSIONAL

French speaker
First Aider

PERSONAL SKILLS

Passionate
Forward thinking
Focused
Hard working

CONTACT

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Driving license: Yes
Nationality: British

PERSONAL SUMMARY

A commercially astute District Manager who can maximise the sales and profitability of a company through the effective management and leadership of shop managers and individual staff members. Maxine is entrepreneurial by nature, driven by business success and motivated to exceed demanding performance targets. She can act as an ambassador for a company in a way that will ethically promote its brand and products. On a personal level she is punctual, possesses an excellent attendance record, and has a reliable means of transportation to work. Right now she would like to join a company that has a positive, professional and caring work environment.

WORK EXPERIENCE

Company name – Location

DISTRICT MANAGER Jun 2013 – Present

Responsible for communicating company strategy, business priorities and targets to shop managers to ensure they maximise sales and optimise the profitability of their shop.

Duties:

- Preparing financial reports for management that clearly explains operational effectiveness, trends and variances.
- Training and coaching store employees to succeed.
- Creating individual development plans for employees.
- Identifying and analysing customer enquiry trends, patterns and issues.
- Analysing sales and profit performance against the associated key performance indicators.
- Providing input to the company's annual budgeting and sales forecasts.
- Conducting regular and ongoing staff performance feedback and reviews.
- Creating a safe and secure environment for all employees, customers and company assets.
- Carrying out promotional activity in specific regions.
- Analyzing sales and competitor reports sent in by field executive.

Company name - Location JOB TITLE Dates (i.e. Aug 2011 – Jun 2013)

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KEY SKILLS AND COMPETENCIES

- Establishing a positive sales culture within the company.
- Proven ability to recruit, train, motivate and develop a diverse team.
- Planning and organizing the work of others.
- Willingness to embrace change, be flexible and adopt new methods of working.

ACADEMIC QUALIFICATIONS

Nuneaton University *2008 - 2011*
BSc (Hons) Sales Management

Coventry Central College *2005 - 2008*
A levels:
Maths (A) English (B) Technology (B) Science (C)

REFERENCES – Available on request.



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