

Gary White

Branch manager

AREAS OF EXPERTISE

Management disciplines

Resource management

Marketing

Closing deals

Customer service

Health & safety

Budget control

Risk assessment

PROFESSIONAL

NVQ in Retail Skills

PERSONAL SKILLS

Personal effectiveness

Consistent performance

Target driven

PERSONAL DETAILS

Gary White
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DOB: 12/09/1985

Driving license: Yes

Nationality: British

PERSONAL SUMMARY

A well networked and highly successful branch manager with extensive customer service experience and of working to set schedules and deadlines. Boasting a strong background of supporting staff & senior management, as well as possessing an excellent commercial approach to solving problems and developing business. Having the commercial and visual awareness to drive sales, manage profit and loss and ultimately increase branch profitability.

I am seeking a position within an ambitious & exciting company where I can utilise my managerial experience and be challenged to push myself further.

WORK EXPERIENCE

Retail Store – Coventry

BRANCH MANAGER June 2008 - Present

Playing a leading role in running a successful branch by making the right choices to deliver excellent results and achieve retail goals. Responsible for the profitability and maximisation of Return On Capital Employed within the branch.

Duties:

- Developing, implementing and maintaining a business plan for the branch.
- Co-ordinating sales, purchasing, distribution, warehousing and staff costs.
- Focusing on achieving customer acquisition, retention and cross sales.
- Managing the daily activities of the branch.
- Enforcing the companies policies, principles, and procedures.
- Inspiring and motivating staff.
- Identifying then addressing team training and development needs.
- Coaching and developing staff to do more and better.
- Adherence to regulatory requirements.
- Providing excellent service to customers
- Interpreting, analysing and producing sales & financial data.
- Enhancing awareness of the company branch and brand.
- Liaising with the Area Manager to develop innovative marketing strategies.
- Communicating clear business messages to staff.
- Responsible for dealing with complex and diverse managerial problems.

KEY SKILLS AND COMPETENCIES

- Implementing change effectively.
- Strong People Management skills.
- Proven ability to win new business.
- Excellent mentoring and motivational skills.
- Extensive product knowledge.
- Financially and commercially aware.

ACADEMIC QUALIFICATIONS

BA (Hons) Retail Buying
Nuneaton University 2005 - 2008

A levels: Maths (A) English (B) Technology (B) Science (C)
Coventry Central College 2003 - 2005

REFERENCES – Available on request.

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