

CHARLIE M. DAVIS JR.
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PROFESSIONAL EXPERIENCE

DISTRICT MANAGER

- Proven track record of training, motivating, coaching, and developing multiple teams of qualified Store Managers Assistant Store Managers, and Sales Associates
- Lead store team to achieve sales, expense, and shrinkage objectives by executing company strategies
- Drive store sales results by ensuring a consistent quality customer experience in all stores
- Communicated with Corporate office to allocate proper merchandise to all stores
- Final accountability for all actions, decisions, and results of all stores
- Built a customer focused and sales intense store team for each store
- Recruit, interview, hire, develop, and train store teams to deliver the required performance objectives
- Administer the performance management process, including annual reviews and appropriate corrective action to Store manager, Co-Managers, Assistant Managers, and Associates
- Plan and control the store payroll budget to meet or exceed expectations
- Direct inventory flow for all stores
- Maintain operational standards
- Oversee all store loss prevention reports
- Delegate daily workload for stores to meet merchandising and visual presentation standards
- Exceeded all sales plans for stores
- Organize and prioritize multiple tasks in a fast –paced environment
- Exceptional interpersonal skills

GENERAL MANAGER

- Proven track record of training, motivating, coaching, and developing a team of qualified Assistant Store Managers and Sales Associates
- Manage expense within budget
- Execute all company policies and objectives within the store
- Maintain operational standards
- Recruit, interview, hire, develop, and train store team
- Directed the shipping, receiving, and inventory flow
- Delegated daily workload among associates to meet merchandising and visual presentation standards
- Partnered with District Manger on all actions, decisions, and results of store
- Successfully managed Tailoring Shop and Tuxedo Shop
- Managed Payroll, and scheduling
- High impact sales floor leader exceedingly daily, monthly, quarterly, and yearly goals
- Drive store sales results by ensuring a consistent quality customer experience in the store

TRAINING AND EDUCATION

1983 Columbus East High School- Columbus, OH
1984-Columbus State Community College -Columbus, OH
1984 -86 Career Com College of Business -Associates Degree
Effective Coaching and Training Course Columbus, Oh
Management Development Columbus, OH
Sales Training Richmond, VA
Coaching, Development, Training Indianapolis, IN
and Sales Marketing

