

Mary Shrewsbury
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EMPLOYMENT OBJECTIVES:

- To obtain a position in a field where I can leverage my talents

QUALIFICATIONS:

- Excellent Marketing Strategies
- Wholesale/Retail Sales experience.
- Excellent Human Resource knowledge
- Excellent Customer Relations skills.
- Excellent problem solving skills.
- Excellent communication skills.
- All computer and clerical skills (including MS Office, Word, Excel, Powerpoint, Publisher, Outlook, Invitations on Demand and any Apple software).
- Experience with managing people.
- Highly dependable and reliable.
- Works well with others and independently.
- Excellent organizational skills.
- Exceptional at prioritizing and follow through.

WORK HISTORY

Position: Area Marketing Manager

Saks Fifth Ave, Sarasota Fl & Naples Fl.– 08/2018 to present

Responsibilities:

- Execute Local Marketing Strategy
- Support the General Manager in communicating corporate events to the store team and coordinate support and execution for all events to Saks Fifth Avenue standards.
- Execute and develop Top Customer programs.
- Execute Multi-Million Dollar Jewelry Trunk Shows
- Maximize Exposure for Saks in the Local Market: Work with the General Manager to identify local market opportunities with key customer target groups and all media outlets and develop and execute programs that support the LBDP (Local Business Development Plan) and leverage these audiences, increasing exposure for Saks Fifth Avenue.
- Complete all administrative needs for Marketing including maintaining the store marketing/event calendars, online postings, all social media updates, email blasts, developing invitations and submitting calendars, event recaps, best practices and budget documentation to corporate partners.

Department Manager

Saks Fifth Ave, Sarasota Fl – 11/2016 to 08/2018

Responsible for the achievement of sales of, controllable profit, email capture rate. Supports the selling and service processes. Oversees the merchandising processes while maintaining a proactive plan to fill open positions by recruiting and hiring quality associates with flexible availability and strong selling and customer service skills & coaching on a day to day basis.

Position: Counter Manager Kiehl's

Saks Fifth Ave, Sarasota Fl – 01/2016 to 11/2016

Duties: Growing the business over up 34% over a 6 month period while achieving individual Saks Fifth Avenue sales goal by partnering with peers and cross-selling. Successful by cultivating relationships with customers as well as public relations & key salespeople at the store level and partnering with SM to create outside events with the community while being a strong alliance with-in the store to help others create a great in-store experience.

Position: Store Manager

Coach Leatherwear, Akron, OH – 04/2007 to 5/2015

Duties: driving sales and metrics, all HR responsibilities, including hiring, training on-going development to maintain a high retention rate, workforce management/scheduling, customer service, leading store corporate visits, communicating with store teams, district manager and corporate partners, analyzing reports and initiating plan to improve or continue successes, networking, interviewing, hiring, training, complete performance appraisals, set examples for fashion trends and brand awareness, creating an upbeat and positive working environment for the team and the customer, engaging in conversation with customers and handle complaints

Position: Store Manager

Ann Taylor, Akron, OH – 2/2006 to 04/2007

Duties: driving sales and metrics, all HR responsibilities, including hiring, training on-going development to maintain a high retention rate, workforce management/scheduling, customer service, leading store corporate visits, communicating with store teams, district manager and corporate partners, analyzing reports and initiating plan to improve or continue successes, networking, interviewing, hiring, training, complete performance appraisals, set examples for fashion trends and brand awareness, creating an upbeat and positive working environment for the team the customer, engaging in conversation with customers and handle complaint customer, engaging in conversation with customers and handle complaints

Position: Store Manager/DM in training

Victoria's Secret, Canton, OH – 2004 to 02/2006 (\$8 million door)

Victoria's Secret, Akron, OH – 2002 to 2004 (\$3 million door)

Victoria's Secret, Akron, OH – 11/1999 to 2002 (\$1million door)

Duties: driving sales and metrics, All HR responsibilities, including hiring, training on-going development to maintain a high retention rate, workforce management/scheduling, customer service, leading store corporate visits, communicating with store teams, district manager and corporate partners, analyzing reports and initiating plan to improve or continue successes, networking, interviewing, hiring, training, complete performance appraisals, set examples for fashion trends and brand awareness, creating an upbeat and positive working environment for the team and the customer, engaging in conversation with customers and handle complaints.

Partnering with DM to oversee 8 other stores within the district. including all responsibilities as well as addressing any on going HR issues.

Position: Assistant Manager

Sephora, Beachwood, OH – 02/1996 to 11/1999

Duties: train new and existing employees on company initiatives, selling behaviors, product knowledge, artistry, policies and procedures, build brand relationships, strategic planning, and ensure education lived every day in store.

• Position: Skincare Lead (12/1997 to 02/1998)

Duties: drive business in the skincare category, brand performance, managed sales floor, implemented merchandising updates.

• Position: Cast Member (02/1996 to 12/1997)

Duties: helped open and launch a new location in Beachwood Oh, attended train the trainer sessions, store educational experts focused on artistry, skincare, and client service.

REFERENCES: Available upon request.