


Nelida Bartrum

Retail Area Manager

I have over 5 years experience as a Retail Area Manager. I have successfully implemented strategies that have increased sales and profits for my company. I am a motivated leader who is able to inspire others to achieve their best. I have a proven track record of success in the retail industry and am confident that I can provide excellent results for any organization

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(603) 824-7773 

622 E Best St, Decatur, IL 62521 

Education

High School Diploma at The University of Chicago, IL

Aug 2013 - May 2017

I've learned about a variety of subjects, including English, Math, Science, and History.

Links

[linkedin.com/in/nelidabartrum](https://www.linkedin.com/in/nelidabartrum)

Skills

Retail Management



Customer Service



Sales



Merchandising



Inventory Control



Loss Prevention



Languages

English



German



Employment History

Retail Area Manager at Target, IL

Mar 2022 - Present

- A retail area manager might list the following accomplishments:.
- Oversaw a team of 15 employees and increased sales by 10%.
- Successfully launched 3 new products in Stores.
- Developed and implemented training program for all new hires.
- Created Employee Recognition Program that boosted morale and retention rates.
- Decreased inventory levels by analyzing customer buying patterns.

Retail Area Manager II at Macy's, IL

Aug 2017 - Feb 2022

- Led a team of 15 employees and achieved quarterly sales goals by an average of 20%.
- Trained new hires on company policies and procedures, resulting in reduced turnover by 30%.
- Implemented new merchandising strategies that increased customer satisfaction scores from 72% to 89%.
- Coached underperforming employees on best practices, leading to an increase in productivity by 23%.
- Negotiated favorable lease terms for store expansion project that saved the company \$12,000 annually.

Certificates

Certified Retail Manager (CRM)

Feb 2021

Certified Retail Operations Manager (CROM)

Feb 2019

Memberships

National Retail Federation

Retail Industry Leaders Association