1. Sean.359052@2freemail.com

Mr. Sean

Personal Profile

Accomplished individual with 28 years retail sales/operations management experience, primarily in textiles (fashion), toiletries and cosmetics and home furnishings, audio/visual and electronic goods.

Key attributes are as follows:

* Strong Financial and Analytical skills.
* Customer Service Driven.
* Strong Project Management Skills.
* Strong Facilitating and Co-ordinating Skills
* Sound IR Knowledge.
* Risk and Audit Management
* Confident Communicator.
* Creative.
* Strategic Thinker.
* Proficient Trainer and Motivator.
* A Progressive and Focussed Management Style, firm and fair with principle-centred leadership skills.

Personal Details

Date of Birth : 1968 – 05 – 11

Marital Status : Divorced

Dependants : Two girls, Ashleigh (Age 21) & Shannon (Age 18)

Education

Year Completed : 1985

High School : Springs Boys High

Higher Education

Year Completed : 1986

Institute : Johannesburg College

Subjects : Retail Management and Interior Design.

Computer Literacy

MS Office 2000 : Word, Excel, PowerPoint, Publisher, Navision and Outlook.

 In-house computer systems have been utilized for financial reporting,

 Budgeting etc, Sage and VIP.

Diploma/Courses/Training

Edgars 2008 : Successfully Selecting People, Managing Levels of Work, Merchandise

 Business Academy, Insuring Effective Discipline and Advanced Middle

 Management, Diploma in General, Human Resources and Financial Management.

Woolworths : Bench Marking, Operation of the Stock Exchange, Mediation and

 Arbitration, Stephen Covey’s Seven habits of Successful People Training

 Course, Quality Control, Fabrics, Group Synergy, Presentation Skills,

 Business Communication, Leadership, Economy, Finance, Marketing,

 Strategic and Operational Planning.

Edgars : Selling Skills, Employee Relations, Industrial Relations, Leadership Skills,

Negotiation Skills, Performance Management, Development Skills,

Budgeting, Seasonal Forecasting, Business Skills, Presentation Skills,

Merchandising, Planning, and Recruitment & Selection.

**EMPLOYMENT HISTORY**

**Company is under business review - currently**

|  |  |  |
| --- | --- | --- |
| **PERIOD OF EMPLOYMENT** | **COMPANY** | **POSITION** |
| **Nov 2010 – current** | **Stuttafords International Fashion Company** | **General Manager*** Brand Building and presentation
* Commercial Business Management
* Visual Merchandising
* Customer Service Delivery
* Merchandise Management
* Human resource Management
* Sales and profit Management
* Security and stock control
* Staff training and development
* Store Image
* Administration and Systems Management
* Audit and risk analysis
* Supplier liaison and networking
* Operational process Management
* Health and Safety
* Loss prevention
* Financial Services management
* Payroll Management
 |
| **April 2009 –July 2009** | **Farmers Trading Company, New Zealand**Mega Fashion, Cosmetics, Household Textiles, Furnishings, Appliances and Audio Visual Retailer**Reason for Leaving:**Needed to return to South Africa due to personal circumstances | **Store Manager** * Customer Service Management
* People and Performance Management
* Talent Management and Succession Planning
* Organisation Culture Management
* Financial Performance
* Product Report Management
* Key Output Indicator (KPI) Management
* Sales and Profit Review
* Concession Business Management
* Product Review Management
* Store Administration Management
* Expense Control
* Risk and Self Audit Management
* Stock Control Management
* Health and Safety
* Financial Services
* Store Layout and Visual Presentation Standards
* Sales Target and Budgeting Management
* Internal Payroll and Personnel Management
 |
| **September 2003 – February 2009** | **Edgars (Pty) Limited****Reason for Leaving:****Emigrating to New Zealand** | **Mega Store Manager*** Sales and Profitability Management
* Store Layout and Visual Presentation Standards
* Promotional Planning and Eventing
* Merchant Liaison
* Third Party Supplier Relationships
* Product and Brand Management
* Stockloss Management
* Product Data Integrity
* Remuneration and Expense Control Management
* Cost of Selling
* Profit and Loss Management
* Financial Services Management
* Customer Service Management
* OHASA / Risk and Process Auditing
* Stockroom and Pipeline Management
* Talent Management / Succession Planning and Training / Development
* Performance Review Management
* Leadership Development and Assessment
* Organisational Perception
* Management
* Workplace Diversity
 |
| **May – August 2003** | **The One – Dubai**Furniture, Soft and Hard Furnishings, Outdoor,Home Furnishings and Accessories/ Home Décor Solutions Retailer**Reason for Leaving:**Contractual Dispute | **Retail Regional Manager****(UAE, Saudi Arabia & Egypt)*** Volume, Mix and Assortment Planning
* Supplier Contract Management
* Visual, store layouts and standards management
* Profitability and Financial Analysis
* People Management
* Logistics and Warehouse Management
* Promotional Marketing Implementation
 |
| **July 2001 – May 2003** | **Courts Mega Stores** **South Africa**Furniture, Soft and Hard Furnishings, Home Furnishings and Accessories, Audio and Visual, Small and Large Appliances, Gaming, Photographic, Office Automation,Hard and Soft Computer wares.**Reason for Leaving:**Local Buy out and Takeover International Business Closure | **National Sales Manager*** Strategic Implementation of Vision and Mission Plan
* Customer Service Strategy
* Range Buying and Planning
* Supplier Liaison and Networking
* Supplier Project Management
* Budget Process Implementation and forecasting
* Business Profitability and Financial ratios
* Store Layout and Department Design
* Supplier Training and rollout management
* People Management and Development
* Risk Management and Audit Process
* Marketing Promotional Planning and Pricing
 |
| **May 1999 – June 2001** | **Eye On Corporate Services / Eye on Graphics****Reason for Leaving:**Two Year Contract | **New Business Projects Manager*** Supplier Liaison
* Business Reporting
* Budgeting and Target Implementation
* Business Presentations
* Promotional Planning and Execution
* Event Management
* Training and Staff Development
* Channel Management
* Project Management
* New Business Management
* Financial Ratio
 |
| **November 1991 – March 1999** | **Woolworths (Pty) Limited****Reason for Leaving:**Improved Career Opportunity | **Various Management positions held:*** Business Unit Operations Manager East Rand Mall cluster (5 Branches)
* Business Unit Textiles Manager

Westgate cluster (4 Branches) * Store Manager / Textiles Manager/ Departmental Manager
 |
| **October 1990 – October 1991** | **Edgars (Pty) Limited** | **Sales Supervisor** |
| **November 1989 – October 1990** | **Stuttafords (Pty) Limited** | **Departmental Head** |
| **February 1989 – October 1989** | **Edgars (Pty) Limited** | **Sales Assistant** |