**FRANDY**

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**CAREER OBJECTIVES**

\*To obtain a managerial post in a retail/apparel or food company, one that offers continuous professional growth & career advancement which would eventually benefit the company and me.

**SUMMARY OF SKILLS & EXPERIENCES**

More than 10 years of Managerial/Supervisory experiences in Sales & Business Operations, Retail/Apparel & Restaurant; Extensive Knowledge in Inventory Control & Management; Stocks Projection & Ordering; Stocks Display , Replenishment & Arrangement; Staff Scheduling & Productivity Monitoring; Personnel Hiring, Training & Development; Excellent Communication Skills, Results-oriented, Flexible, Strong & Effective Leadership Skills; Customer Oriented, Computer Proficient (MS Word, Excel, PowerPoint, MIS, SAP, ORACLE)

**EMPLOYMENT**

**STORE MANAGER (retail)**

October2012 - February2015

**The Children’s Place-KSA, Riyadh, Kingdom of Saudi Arabia**

\*Manages overall store performance as to:

1.) Ensure sales targets are achieved (daily, weekly, monthly &yearly basis);

2.) Stocks management (display, arrangement & replenishment, transfer in & out);

3.) Perfect and prompt implementation of visual merchandising guidelines regularly;

4.) Ensure staff schedule are accurate & is according to the need of the store;

5.) Ensure superior customer service experience is delivered to every guest;

6.) Ensure SOP in cash handling including sales & other funds are being adhered to;

7.) Ensure cleanliness and orderliness are observed at all times;

8.) Regularly coach/train, motivate and inspire my team to perform to their highest potential;

9.) Prepare, analyze and present sales reports to top management.

**\*\*\*Consistently achieve sales growth and sales target every year**.

**STORE/RESTAURANT MANAGER(sales)**

December2009-April2012

**TEXAS CHICKEN-KSA, Riyadh, Kingdom of Saudi Arabia**

\*Manages overall store performance as to:

1.) Ensure sales targets are achieved (daily, weekly, monthly &yearly basis)

2.) Stocks management (ordering & purchasing, control losses & variances)

3.) Ensure staff schedule are accurate & accdg to the needs of the store;

4.) Ensure food availability, & only the best quality products are served at all times;

5.) Stocks Management (ordering and purchasing, receiving and transfers);

6.) Ensure superior customer service experience is delivered at all times;

7.) Ensure cleanliness & orderliness are observed at all times;

8.) Regularly coach/train, motivate & inspire team to perform to their fullest potential

9.) Ensure SOP in cash handling including sales & other funds are being adhered to;

10.) Prepare, analyze & present sales/financial reports to top management.

**\*\*\*Saved one store from closure for increasing the revenue up to 200 to 300% per month**

**STORE MANAGER (retail)**

May 2007 – August 2009

**PENSHOPPE, FORME & OXYGEN,** Iloilo City

\*Manage overall store operations of 3 stores and 3 dept store outlets as to:

1.) Ensure sales target achievement (daily, weekly, monthly & yearly);

2.) Inventory management (ordering, display & replenishment, transfer in & out);

3.) Perfect and prompt implementation of visual merchandising guidelines regularly;

4.) Ensure staff schedule is accurate & is accdg to the need of the store

5.) Ensure superior customer service experience is delivered at all times;

6.) Ensure cleanliness & orderliness are attained at all times;

7.) Ensure SOP in cash handling including sales & other funds are being adhered to;

8.) Regularly coach/train, motivate & inspire team to perform to their maximum potential;

9.) Prepare, analyze & present sales reports to top management

**\*\*\*No.1 Store Manager - store with highest growth percentage on sales vs last year**

**(Among over 150 stores in the region)**

**TEAM SUPERVISOR/SHIFT MANAGER (sales)**

June2004-April2005

**Texas Chicken, SM City- Cebu**

\*Manages overall store performance during my shift as to:

1.) Sales target achievement (daily, weekly and monthly)

2.) Inventory management (monitoring, ordering and purchasing)

3.) Ensure enough manpower on my shift to maximize sales;

4.) Ensure product availability and all must be served in top quality at all times;

5.) Ensure superior customer service experience is delivered at all times;

6.) Ensure cleanliness and orderliness are observed at any given time;

7.) Conduct hiring, training and evaluation of the crew members;

8.) Generate daily sales reports and do proper endorsements.

**BOUTIQUE HEAD/OPERATIONS HEAD (retail)**

December 2001-May2004

**USA Sports, Inc**., **Cebu City**

* In-charge of the overall performance of the store as to: \*achieving sales targets, \*inventory control and management \*visual merchandising \* customer service \*personnel hiring, training and development.
* **2-time Boutique Head of the Month awardee**
* **Promoted to: Boutique Operations Head**
* In-charge of nine (9) store outlets of USA Sports, Inc. as to:\* achieving sales targets, stocks management & staff hiring

**EDUCATION**

**Bachelor of Science in Accountancy University of Cebu, Cebu, Philippines -**June1999-April 2004

***\*Academic Scholar***

***\*Vice-President - University of Cebu Marketing Society***

**Tiglawigan Nat’l High School June1995-April1999** Cadiz City, Philippines

***\* Class Valedictorian***

***\* Leadership Awardee- Student Council President***

**San Andres Elementary School June1989-March1995** Cadiz City, Philippines

***\*Class Valedictorian***