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| **Adhanom Tadesse** |
| **Objective** | Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximum profits. |
| **Experience** | 07/2016 – 02/2018 | PLS Financial Services | East Cleveland, OH |
|  | **Assistant Store Manager*** Implemented strategies to achieve store goals and objectives.
* Established a strong customer service/selling culture and increased sales and customer service ratings.
* Determined and improved labor hours, cash management, audits, and shrinkage.
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|  | 01/2015 – 07/2016 | Rose’s Express | Cleveland, OH |
|  | **Assistant Store Manager/Inventory Manager*** In charge of floor design and product placements for over 60% of the store.
* Managed and motivated 20 plus employees and measured performance against company KPI for maximum efficiency.
* Managed sales trends and product replacement cycles for over 1.6 million items and reduced shrinkage by 5%.
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|  | 01/2013 – 12/2015 | Jimmy John’s | Erie, PA |
|  | **Assistant Store Manager*** Helped increase revenue and expand from 1 to 3 stores.
* Determined daily resource needs and maintained 18% or lower labor rate.
* Managed labor and food cost to maximum efficiency and profitability.
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|  | 02/2010 – 01/2013 | Telatron Marketing Group | Erie, PA |
|  | **Manager/Lending Service Agent*** Exceeded monthly goals for selling financial security instruments, funds and credit cards.
* Managed existing accounts, generated new business, built solid client relationships and increased revenue by 50%.
* Consistently led team in sales and customer service ratings.
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| **Education** | Penn State Univ. |  | State College, PA |
|  | **B.S. & B.A.** Marketing and Economics |
| **References** | References are available on request. |