

# Vincent Howard

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*"Numbers come from knowledge and knowledge comes from training."*

## PROFILE

- Driven leader whose successful career across multiple fields has been distinguished by accelerated advancement, awards, and goal-surpassing performance-to-plan; While maintaining a highly engaged and productive team.
- Successful in both stable and turn around management roles. Have propelled multiple stores to the top 10% in sales and customer satisfaction company wide while simultaneously lowering shrink and staff turnover.
- Comprehensive background leading in a variety of fields and categories. Experience in restaurants, retail, and live stage performances, with knowledge of P&L ownership, merchandising, sales, customer service, inventory control, personnel and payroll management, and extensive retail management training.

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## SKILLS

• Inventory management	• P&L Management
• Action planning	• Conflict resolution skills
• Customer service excellence	• Team-oriented
• Team building/ Training	• Sales professional
• Strategic	• Recruiting and interviewing.

## EDUCATION

**Art Institute of California**

San Diego, Ca

*Bachelors of science – Culinary Management*

2007-2010

GPA: 3.7

## EXPERIENCE

**Best Buy**

Costa Mesa, Ca

*Operations Manager / Sales Manager*

2009 – 2015

- Oversee the daily operation of a high volume Best Buy store grossing \$72 million in annual sales through payroll and performance management, team leadership, and creating a guest-focused and sales driven environment.
- Demonstrate strong project management and multitasking skills in achieving operational goals and timelines in addition to dynamic leadership skills in managing all aspects of daily store operations, with strong focus on motivating the team to optimize performance, productivity, and efficiency.
- Conduct comprehensive review and analysis to prepare monthly corporate figures, scheduling and store goals among the team as well as making appropriate financial decisions to achieve productive staffing levels and payroll expense control.

- Apply strong interpersonal skills toward communicating daily information, district goals and corporate goals as well as new initiatives and training store-wide.
- Improve same-store sales over 3% for four consecutive years.
- Started as a seasonal employee and worked up to store management.

**Ruby Tuesdays**

San Bernardino, Ca

*Kitchen Lead*

2008 – 2009

- Responsible for the hiring, coaching, training, and development of a 16 member team of cooks and catering cooks.
- Managed food cost, paper inventories, food waste, and nutritional guidelines for all food preparation.
- Worked and managed employees in fast-paced and high stress environment.