

Marcia Petrich

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#### Work History

April 2014 to January 2020

Macy's

Macy's Lancome Counter Manager and Beauty Advisor

Maintained regular client list of up to 200 repeat customers while handling numerous walk-in clients daily.

Maintaining sales goals of 11% plus or more.

Constructed marketing displays and materials. Informed clients of upcoming GWP and special sales.

Consultations with skin care and cosmetics.

Earned Certificates from Lancome, Clarins and Origins.

Also spent some time as a Wardrobing Specialist in Women's Clothing.

Cash handling, deposits, daily checks and balances.

June 2012 to October 2014

The Children's Place Rochester, MN

Interim Store Manager

Built talented and valuable team of departmental employees through outstanding mentoring, coaching and teaching skills.

Established and optimized schedules to keep coverage and service in line with forecasted demands.

Multiplied earnings through sales goal achievement, customer service improvements and commitment to team objectives.

Trained team members in successful strategies to meet operational and sales targets.

Offered hands-on assistance to customers, assessing needs and maintaining current knowledge of consumer preferences.

Oversaw employee performance, corrected problems and increased efficiency to maintain productivity targets.

Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products.

Examined merchandise to verify correct pricing and attractive displays.

#### Education

Rochester Community And Technical College Rochester, MN  
Associate of Arts Visual Arts

June 1985 Lincoln High School, Lake City MN  
GED

#### Accomplishments

Effective Communications for Women  
Resolving Conflict and Confrontation  
Forecasting and Financial Business Skills.