

# Dennis Payne

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## Professional Background

Experienced results-oriented retail professional with strong leadership and relationship-building skills. Customer-focused with a solid understanding of the dynamics of the retail and grocery industry. Multi-task-oriented manager that drives execution through diverse environments.

## Skill Highlights

- Good multitasker
  - Customer service skills
  - Commitment to quality and service
  - Perform well in high-demand, fast-paced environments
  - Top sales performer
  - Fast learner
  - Strong attention to detail
- Excellent physical health  
Multi-tasker  
Team leadership  
Problem-solving skills  
Vendor Partnerships
- Organizational skills
  - Prioritizing/managing deadlines
  - Excellent people skills
- Personal and professional integrity  
Inventory control  
Conflict resolution  
Forklift operation  
Able to work independently  
Creative problem solver  
Highly competitive  
Management collaboration  
Staff development/training  
Team Player

## Accomplishments

- *Sales and Promotion*
  - Achieved status as top store food sales performer in the region. Planned and executed secondary ad locations for in-store promotional events.
- Sales*
  - Consistently generated additional revenue through skilled sales techniques.
- Financial*
  - Compiled inventory lists and worked with vendors for product pricing and special orders.
- Product Marketing*
  - Offered comparable product substitutions and alternative locations to clients when desired merchandise was out-of-stock.

## Professional Experience

Target

July 1986 to April 2012

**Team Leader**

Sioux City, Iowa

Managed areas of store to ensure guest satisfaction.

Consistently met and exceeded department expectations for productivity and accuracy levels. Developed promotional programs to optimize revenue levels. Placed special orders and called other stores to find desired items. Recommended merchandise based on customer needs. Executed timely planogram sets. Served as mentor to team members. Worked closely with company executives to identify new business opportunities and routinely participated in the sales process. Ensured procedures for open and close of store were executed.

### **Education and Training**

#### **Westwood**

Math/Science

#### **HS Diploma**

Sloan, Iowa, USA

### **Certifications**

Forklift certified. Food safety certified for state of Iowa.