

JULIA PERKINS

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EXPERIENCED BUSINESS DIRECTOR

Experienced managing teams of 15-50 people for the past eight years. Strong and inspirational leader with an aptitude for recruiting and motivating employees. Successful record of focusing on talent and increasing client base +30%.

Transformed a failing institution to a profiting \$1 million dollar business. Responsible for 2.5 million yearly. Problem solver with initiative to develop standardized tracking Programs to improve cost reduction and business profitability.

History of quantifiable success in coordinating community charity events and fundraisers.

AREAS OF EXPERTISE

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| -Strategic Planning | -Customer Service | -Event Management |
| -Budget Management | -Community Relations | -Fundraising |
| -Talent Development | -Hiring Employees | -Marketing Campaigns |
| -Performance Reviews | | |

Pier 1 Imports, Thornton Co

Sales Leader, 2010-Present

Promoted from sales associate to manager within three months and assigned responsibility for driving sales and overall profitability of the store.

Overview: Design tracking tools for employee sales accomplishments and company standards.

Manage store operations and sales associates.

- Coach employees to achieve highest sales results and uphold the company’s financial objectives.
- Model appropriate sales and customer service expectations to sales associates.
- Create daily sales target report and compile employee average key performance indicators.
- Communicate information on new sales initiatives, promotions and product knowledge.
- Ensure associates productivity by providing clear feedback and accountability.
- Implement reward and recognition activities as motivational tool to increase productivity.

Knowledge Learning Corporation 2005-2010

KinderCare School Director 2005-2010

Initially appointed to replace prior director and reestablish required company and state wide standards for early childhood education. Overcame multiple challenges including state licensing of facility and regaining trust of parents.

Overview: Drove compliance for all state licensing requirements. Built enrollment from 64 families to 119. Aggressively controlled labor expenses, under budget 32.3% from 34.1%. Published regional standards for CO, NM, AR and UT. Awarded year-end bonus yearly.

- Implemented sales and service to ensure growth and retention of families.
- Accounted for operational aspects of the business, ensuring quality achievement of financial targets, applying rigorous, proactive cost controls.
- Maintained customer service through quickly responding to parent issues and training staff to respond appropriately.
- Actively exercised industry best practices using reward and recognition support as a motivational tool to increase talent development.
- Proactively used financial information to identify warning signs and correct overspending to keep school on budget.
- Created tracking spread sheets to organize controllable expenses such as labor, payroll, business expenses (state and business licenses).
- Regulated purchasing and controllable expenses, therefore increasing direct operating income.
- Marketed programs internally to increase revenue; Year Over Year grew +3.6%.
- Marketed KinderCare externally to grow enrollment and community awareness.

Knowledge Beginnings School Director June 2010-December 2010

Asked to assume this role while continuing to manage KinderCare to reestablish required company and state wide standards for early childhood education to avoid license revocation. Overcame multiple challenges; including state licensing of facility, reorganization of staff and regaining trust of parents.

Overview: Drove school compliancy with state licensing, corporate polices and labor laws. Increased summer program by 23 new students (+15%).

- Trained new staff and management team.
- Ensured HR guidelines were accomplished.
- Managed summer program.
- Rewrote parent financial agreements to correct insufficient charges.
- Well established history of being one of the top 5 performers on the nation.
- Achieved higher than targeted profits in the third and fourth quarters of 2010.

EDUCATION

A.A. Emphasis in Philosophy, Graduated with honors, Red Rocks Community College

B.A. Philosophy, Minor Art History, University of Denver

Previous employment and references upon request