Rosalind Thackeray-Obuya

District Manager, Multi-Unit Specialty Retail

Des Moines, IA · rosalind.thackerayobuya@example.com · (515) 555-0171 · LinkedIn

SUMMARY

District manager with 11 years in retail, currently leading 14 specialty stores with $46 million in annual sales and about 260 employees. Delivered positive comp sales in 9 of the last 10 quarters, cut district shrink from 2.1% to 1.3% and developed 6 assistant managers into store managers. Comfortable with labor scheduling, P&L reviews, store audits and new-store openings.

EXPERIENCE

District Manager — Prairie Bluestem Home and Hearth Stores

Des Moines, IA · Mar 2020 – Present

- Lead 14 store managers and about 260 employees across central Iowa, with $46 million in annual sales.
- Grew district comp sales 6.8% in 2024 against a plan of 3% by moving 4 stores to a weekend-heavy labor model.
- Cut shrink from 2.1% to 1.3% of sales in 2 years with monthly cycle counts and a receiving checklist in every store.
- Opened 2 new stores on schedule and within 4% of the build-out budget, both profitable in their first full year.

Store Manager — Prairie Bluestem Home and Hearth Stores

Ankeny, IA · Jun 2016 – Feb 2020

- Ran a $5.2 million store with 28 employees, ranking in the top 3 of 40 stores for sales per labor hour for 3 years.
- Reduced first-year employee turnover from 74% to 49% with structured onboarding and fixed weekly schedules.
- Scored 95% or higher on 12 consecutive quarterly operations audits.

Assistant Store Manager — Cedar Flats Outfitters

Cedar Rapids, IA · Apr 2013 – May 2016

- Managed receiving, merchandising and closing shifts for a $3.8 million store, leading teams of up to 12 associates.

SKILLS

Multi-unit operations: District P&L, labor budgeting, store audits, loss prevention, new-store openings, remodels

People: Store manager coaching, succession planning, hiring, performance reviews, employee relations

Sales: Comp sales analysis, merchandising standards, promotions execution, conversion and basket size

Tools: Workday, Kronos labor scheduling, MicroStrategy, Excel, Google Workspace

CERTIFICATIONS

Retail Management Certificate, National Retail Federation Foundation

EDUCATION

Bachelor of Business Administration, Drake University, 2013

Fictional example by FindAJobAI: the person, employers and numbers are invented.