

KIM CARUTHERS

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Work History

Regional Manager, Gift Shops, 11/2009 to Current

Baylor Scott & White Medical Center-Hillcrest – Waco, Texas

Manage and buy merchandise for 3 gift shops on campus: Main Gift Shop, Women & Children's Center, and Cancer Boutique

Responsible for each shop's annual budget. Establish and achieve targets for retail metrics such as Sales, Cost of Goods, Gross Margin, and Net Profit

Oversee stock and visual merchandising; develop and implement on-floor sales promotions

Order, receive all merchandise; verify invoices and billing and resolve errors and discrepancies

Regularly review sales reports and budgets, analyze sales trends, and adjust inventory and purchasing accordingly to achieve business goal

Foster a collaborative, team-oriented environment

Attend Dallas Market trade shows. Meet with sales reps and negotiate incentives such as delayed billing and additional discounts

Sales Representative, 06/2009 to 11/2009

Evergreen Enterprises – Richmond, Virginia

Maintained and serviced 300 accounts in Central Texas

Worked markets at Dallas Market Center

Met and exceeded sales quotas

Sales Representative, 10/2008 to 06/2009

Ganz, USA – Woodstock, Georgia

Maintained and serviced 242 accounts in Central Texas

Opened 40 new accounts in eight months

Met and exceeded sales quotas on monthly and quarterly basis

Worked gift market at Dallas Market Center

Sales Associate, 04/2004 to 10/2008

Chicos, FAS – Waco, Texas

One of the top sales associates in all categories

Merchandised store daily and did window displays

Director Of Operations , 11/2002 to 05/2008

Waco Sports Academy – Waco , Texas

In charge of sales and marketing

Took membership from 0-1001 in 5 years

Responsible for payroll, employee schedules, bill payment and bank deposits

Interior Designer, Owner , 10/1998 to 12/2007

Kim Caruthers Designs – Waco , Texas

Interior designer for spec and custom homes

Worked with local builder on space planning and selecting finishes

Sold oil paintings, furniture, lighting and decorative accessories

Attended markets in both Dallas and Atlanta as a buyer

Professional Summary

Accomplished Manager with track record of success encompassing problem resolution, business development, and customer relations. Thrive in competitive markets with unsurpassed drive, passion, and commitment to exceeding expectations in customer satisfaction, revenue, and cost controls.

Skills

- Budgeting and finance
- Team leadership
- Extremely organized
- Project management
- Self-motivated
- Process implementation
- Strong verbal communication

Education

Bachelor of Science: Interior Design, 1996

The University Of Alabama - Tuscaloosa, AL