

Edward Evans


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Professional Summary

High performing District Team Leader with extensive experience in leading teams to consistently out perform company goals in Sales and Service. Responsible for leading and coaching our team in the Orlando District Ormond Beach to Ft

Lauderdale area. My passion lies with the development of our team in expanding their business acumen by utilizing reporting and operational plans. My role is to engage with all direct reports to ensure they deliver results in their markets while also driving compliance in training and developmental areas. Engage and establish associate development. Through analyzing P& L, market trends, I partner with my team to develop business strategies that drive organizational profitability.

Work Experience

District Team Leader in Training

Party City Corporation-Orlando, FL

September 2023 to Present

My role is to engage with all direct reports to ensure they deliver results in their markets while also driving compliance in training and developmental areas. Engage and establish associate development. Through analyzing P& L, market trends, I partner with my team to develop business strategies that drive organizational profitability.

Sales Results; +1.3% vs goal (2023), +1.7% vs goal (2024)

Customer service scores: 86% vs 75 goal (2023) 84% vs 80% goal (2024)

Store Team Leader

Party City #651-West Palm Beach, FL

September 2012 to September 2023

Trained and developed our team of leaders to be self sufficient in the fields of operational excellence, customer service and P&L review. Promoted three leaders from our team to go on to be STL' in their own buildings and thrive within their career within the company.

Store Trainer, Development and Staffing

Kentucky PC-Louisville, KY

June 2022 to August 2022

Lead a team that was sent in to hire, train and develop struggling teams in markets and get them back on track. Put in position structure and guidelines to help these teams succeed in areas that are key to the success of the company.

Operational and customer processes that are critical in the day - to - day operations of their business.

- Conducted engaging and interactive training sessions on various topics including product knowledge, sales techniques, and customer service
- Led workshops on effective communication skills, conflict resolution, and leadership development for managers and supervisors
- Coached employees one-on-one to address specific skill gaps or performance issues identified during the training process

Store Team Leader/ STL Training Store

Toys R Us-Boynton Beach, FL

September 2007 to June 2012

Maintained operational excellence through scheduling and assigning direct reports, following up on assigned work.

Maintained store staff through recruiting, hiring, coaching and development of staff. While holding accountable bottom performing staff through feedback sessions and paper accountability when needed. Achieved financial objectives through planning annual budgets and controlling payroll through proper scheduling. While maintaining proper Inventory levels through proper ordering and inventory accuracy. My store was also responsible for training all new STL' within the District.

TRU/BRU Inventory Locator Management role out Leader:

Implemented all inventory locating systems within the south east Florida Market.

This required all stores to set up and locate all merchandise that was stored in the over head or stockroom areas. This system was put in place to manage inventory throughout all the stores ensuring that all merchandise was easily located for ease of online orders and the pulling of said orders

Operations and Logistics Team Leader / District Remodel Coordinator

Logistics/ Receiving:

Target-Delray Beach, FL

February 2002 to September 2007

Responsible for overall receiving and freight management for entire store. Direct reports 35+ team members to include freight, planogram, pricing, and backroom management services, as well as daily replenishment of sales floor pulls.

Remodel Coordinator

Target-Boca Raton, FL

2006 to 2007

Responsible for multiple remodels in the Palm beach county area leveraging store staff along with construction staff to remodel stores to come inline with newer more efficient models having both hard lines goods, grocery, frozen food, and produce areas. I met routinely with both construction and store teams to insure on time delivery of projects, while also meeting cost and payroll goals set forth by the company.

Store Manager

Winn - Dixie Stores-West Palm Beach, FL

March 1990 to October 2002

Day to day operations of grocery chain stores.

Emphasis on training and developing team to execute company initiatives for profitable returns while maintaining a high level of customer service. Multi level management reporting directly to me and reviewing of monthly profit and loss statements for opportunities for improvement. Training and development of future

Store Managers throughout the district for filling future Store Manager roles.

Education

B.S. in Organic Chemistry

Del Mar College - Corpus Christi, TX

1985 to 1989

Skills

- Strategic Planning
- Payroll
- Inventory Control
- Management
- Budgeting
- Order Picking
- Research & Development