

Avangelina Winterberg

General Manager

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📍 1234 Elm Street, York, NE
68467

Education

Bachelor of Science in Business Administration at University of Nebraska-Lincoln

Aug 2011 - May 2015

I have learned how to manage a business, including its finances, marketing, and operations.

Links

[linkedin.com/in/avangelinewinterberg](https://www.linkedin.com/in/avangelinewinterberg)

Skills

Communication

Leadership

Organizational

Strategic Planning

Budgeting and Financial Analysis

Marketing and Business
Development

Languages

English

Dutch

Employment History

General Manager at Walmart, NE

Mar 2022 - Present

- Led a team of 15 employees and achieved \$3 million in sales.
- Hired and trained 5 new managers.
- Implemented new customer service initiatives that increased customer satisfaction by 20%.
- Developed and executed marketing campaigns that generated 10% growth in brand awareness.
- Negotiated contracts with vendors that saved the company \$100,000 annually.
- Reduced employee turnover by 25% through improved communication and development opportunities.

Assistant General Manager at Target, NE

Jul 2020 - Jan 2022

- Negotiated and executed a new lease for the company's flagship store, resulting in \$50,000 in annual savings.
- Led the development of a new customer loyalty program that increased retention by 3%.
- Oversaw inventory management and decreased shrinkage by 1.5%.
- Achieved quarterly sales targets for 8 consecutive quarters.
- Reduced labor costs as a percentage of total revenue by 2%.
- Implemented cost-saving measures that resulted in an annual saving of \$100,000.

Associate General Manager at Costco, NE

Sep 2015 - May 2020

- Led a team of 10 employees and increased sales by 15%.
- Hired and trained 2 new managers.
- Opened 3 new accounts with major retailers.
- Negotiated a 5% increase in product pricing from suppliers.
- Implemented a new inventory management system that reduced waste by 10%.
- Developed marketing campaigns that generated \$100,000 in additional revenue.

Certificates

Certified General Manager (CGM)

Aug 2020

Certified Public Manager (CPM)

Jan 2019

Memberships

American Management Association

Institute for Supply Management