

Carl Taylor

A diligent, committed and enterprising Manager who is now seeking management opportunities.

Brampton, UK

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Languages

English (Native)

About

A diligent, committed and enterprising Manager with a robust and transferable skill set who is now seeking management opportunities within the retail sector. Has a natural flair for building committed teams combined with a keen insight into management techniques. Quick to identify and resolve any arising problems or issues. Engages easily with multi-functional teams using exceptional communication capabilities. An influential and trustworthy Manager who develops positive internal and external relationships. Has a reputation for consistently exceeding company targets and service expectations. Offers over 25 year's experience in management. Keen to use an innovative and proactive approach to find a challenging leadership position as a Manager where existing skills and experience can be utilised to their fullest effect for

BRANDS WORKED WITH

HGV

Kazar Footwea

Mtis

Office Shoes

Experience



● Class 1 Driver

HGV | Aug 2019 - Aug 2019

D&A- Hotel Chocolat / Agrovista ADR- Coop Best Connection- Alliance Healthcare / Ramage / Burr ridge.

● Operations Manager

Mtis | Mar 2018 - Jul 2019

Oversee the daily running of the business from implementing work schedules to hands-on assisting with installation at site. Audio/Visual installation business working with Perfume Shop, Forfarmers, and Pure gym improving their marketing and information engagement.

● Retail Consultant

Kazar Footwea | Feb 2017 - Jan 2018

Advising in all aspects of company project to establish the brand and launch of stores to the UK market. Producing a payroll and staffing strategy to suit the UK stores in line with agreed sales targets. Supporting all departments in translation and sign off of all relevant paperwork. Establishing and executing a training plan for all staff, recruitment of store teams. Recommending key looks for the UK market, approving product offer, establishing pricing strategy and range planning. Supporting, communicating and training the distribution team including all aspects of customer support for Omni sales. Managing all planned stores for the UK and establishing the introduction of a new luxury brand to the London market. Additional accomplishments and responsibilities-

- Implement a payroll strategy and staffing structure to suit the UK market.

- Recommended and introduced a change in stock system to improve efficiency and sales Carl Taylor -

- Range planning and product development for the UK market.

- Stakeholder feedback and recommendations on general operations

- Certifying all HR and H&S procedures/documentation for the UK. Took a year out to travel 2015-2016



● Area Manager

Office Shoes | Jan 2007 - Jan 2015

Area Manager who took full ownership for leading a productive and successful management team of managers across 26 stores with a turnover of £41m. Consistently sought ways to maximise profitability and efficiency while remaining focused on providing an exceptional standard of customer service across all stores. Maximised staff potential by providing support and motivation, encouraging development and achieving a high level of staff retention. Drove forward on brand awareness to promote the business and ensured complete adherence to health and safety rules

and regulations. Conducted numerous and detailed store visits to ensure compliance with the full service strategy and to maintain consistency across the stores. Managed all new store openings, overseeing every aspect from initial concept to employee recruitment, stock management and merchandising. Supported management at all stores in relation to stock holding, stock management, store standards, visual merchandising, H&S, risk assessments, compliance and commercial decision-making. Additional accomplishments and responsibilities as Area Manager were:

- Maintained full direct managerial control of 26 stores within sales over 41 million

- Recorded 97% compliance and -0.04% Audit results with a stock holding in excess of 450,000 pairs.

- Recorded an 16.7% growth in 2012 / 2013, the highest area growth for the company

- Lead visual merchandiser focusing on commerciality and weekly product plan for the business

- Promoted continual professional development in-house resulting in record employee retention rates

- Chaired area meetings to promote transparent communication and set quarterly store objectives

- Created and oversaw all trade reports, assessed relevant information and identified the trade impact

- Proactive participation at business retail meetings to fully analyse and discuss strategies

- Collaborated with the HR department on manager reviews, grievance and disciplinary procedures

- Maintained full loss management control, conducted regular audit analyses and oversaw security



● Store Manager

Office Shoes | Jan 2000 - Jan 2007

Reporting into the Regional Manager, demonstrated advanced leadership capabilities and logistical skills to deliver excellent performance management and the continuing development and engagement of employees. Managed operationally sound stores in Glasgow then Edinburgh, overseeing all team briefing sessions and delivering constructive feedback in relation to issues. Additionally maintained full control of sales / operations and drove forward on productivity within the sales team by conducting regular sales reviews, training and coaching. Directly responsible for managing all forecasting for payroll budgets as well as maintaining control of a number of HR processes. Managed store in relation to stock holding, stock management, store standards, visual merchandising, H&S, risk assessments, compliance and commercial decision-making. Further achievements and duties as Store Manager included:

- Selected as New Stores Opening Manager to develop a planning strategy for implementation in new site openings, creating efficiency and cost effectiveness

- Maintained full managerial control of Glasgow then Edinburgh with turnovers of £4m

- Achieved exceptional results including enhanced growth and profitability

- Excelled at achieving all KPIs for the Edinburgh store

- Mentored, galvanised, coached and supported over 40 employees and a concession team