

STEFAN LARSSON

TARGET • OAKLAND, CA • (510) 369-9692

◦ DETAILS ◦

Oakland, CA
(510) 369-9692

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◦ SKILLS ◦

Retail Store Management & Leadership

Asset Protection & Loss Prevention

Team Management & Training

Customer Service Excellence

Financial & Sales Growth

Logistics, Operations & Merchandising

Store Payroll & Cost Centers

Financial Data Analysis & Reporting



PROFILE

Accomplished, skilled Retail Management Professional with 10 years of continually progressive experience in high-volume store sales strategy, training design, team engagement, and customer service excellence. Results-oriented sales leader with a rich foundation in retail store operations and the distinct ability to blend a consultative leadership style with an understanding of team needs to produce results. Dynamic communicator recognized for developing future store leaders and consistently exceeding sales goals in support of organizational success.



EMPLOYMENT HISTORY

Store Team Leader at Target Corporation, Various Locations

February 2001 — Present

Successfully lead an eight-person executive team in managing distinct store departments while administering payroll and store cost centers. Simultaneously operate San Francisco store financials while managing the San Bruno location. Closely maintain product and merchandise selection through innovative store presentation

Key Contributions

- Guided 300-member staff to surpass holiday retail seasonal goals, which represented a 2% sales increase over the previous year.
- Achieved 6% sales growth within five months in position, and met both sales and payroll goals.
- Served as the Region 200 Operations Trainer within the Western Region and Northern California Operations Certified Trainer.
- Improved the customer survey score by 18 points within 21 days in order to complete the Green desired outcome, and by 28 points overall.
- Enhanced store sales and financial results by introducing a team-lead-team model.
- Oversaw the delivery of six trucks each week and resolved issues related to the fixed-store logistics merchandise push and unload process.

Executive of Operations at Target Corporation, San Francisco

July 2014 — November 2018

Promoted to spearhead store financials and profitability as the Assistant Store Manager, which represented a seamless transition from loss prevention to store management. Managed and mentored a team of 12 executives in the absence of the Store Manager. Responsible for Logistics and Receiving day-to-day process; managed store payroll. Closely monitored and organized store sales data and financial results. Analyzed monthly financial data in order to communicate key store financial issues to more than 200 employees. Conceptualized and launched aggressive sales strategy, which directly led to sales and profitability growth.

Key Contributions

- Appointed to serve as both the Western Region Operations Trainer and Northern California Operations Trainer.
- Led the hiring process; designed and delivered training to more than 200 new employees, including 20 direct reports.
- Recognized for earning the highest company score on the Company Headquarters Assessment.
- Played an integral role in designing and implementing daytime replenishment and reverse logistics processes.
- Met store sales and financial goals within the first year of store operations, representing \$63M in annual revenue.

Assets Protection & Loss Prevention, Daly City, CA

June 2012 — July 2014

Promoted to oversee internal investigations and overall loss prevention, while serving as the G290 AP Trainer and Business College Trainer.

Key Contributions

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