MARCUS REEVES

Retail Store Manager

(404) 321-8899
marcusreeves@ultaretail.com
United States, Atlanta, GA

PROFESSIONAL SUMMARY

Experienced retail manager with progressive leadership in high-volume stores. Recognized for driving sales growth, optimizing team performance, and delivering superior customer experiences. Seeking to bring proven management expertise, operational efficiency, and a passion for beauty retail to Ulta Beauty.

LinkedIn: in/marcusreeves

EDUCATION

Bachelor of Business Administration (BBA)

Georgia State University / Graduated 2016

Certifications

- OSHA Retail Safety Training – 2022
- Retail Leadership Certification – National Retail Federation, 2021

SKILLS

Team leadership and staff development	Expert
Strategic planning and sales forecasting	Expert
Customer experience optimization	Expert
Inventory control	Expert
Visual merchandising and product placement	Expert
Conflict resolution and performance coaching	Expert
POS systems and retail technology	Expert

LANGUAGES

- Korean – Fluent
- Spanish – Conversational

AWARDS

- Top Regional Store Manager, Glow & Go Beauty – 2022
- Customer Excellence Award, Blush Boutique – 2019

EXPERIENCE

2020 - Now

Retail Store Manager
Glow & Go Beauty / Atlanta, GA

- Spearhead daily operations, leading a team of 20+ associates in a dynamic retail environment.
- Boosted store revenue by 22% within one year through effective merchandising and team development.
- Led the implementation of loyalty program enhancements, increasing customer retention by 17%.
- Conduct weekly coaching sessions, resulting in a 30% improvement in employee performance metrics.

2017 - 2020

Assistant Store Manager
Blush Boutique / Birmingham, AL

- Managed inventory flow, floor layouts, and team schedules to ensure operational efficiency.
- Organized monthly in-store promotions that consistently surpassed sales targets.
- Trained new hires on customer engagement, product knowledge, and POS procedures.
- Ensured all health, safety, and cleanliness standards were upheld.

VOLUNTEER EXPERIENCE

2021 - Now

Community Beauty Drive Coordinator
Atlanta Youth Empowerment

- Organize quarterly donation drives for underserved communities-, distributing hygiene and beauty products.
- Partner with local salons and retail stores to host confidence-building makeover events.