

Kady Little

Senior Retail Leader

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PROFESSIONAL SUMMARY

I am a Senior Retail Sales Leader with 10+ years of experience leading teams of both leaders and associates. Specialized in operations and visual merchandising, as well as driving top sales growth and creating an elite guest experience. Drove top sales in top volume stores for multiple retail brands, including specialty stores and big-box retailers. I am a driven leader and will drive engagement with a team to achieve a common goal through development, trainign, and accountability.

EXPERIENCE SENIOR EXECUTIVE TEAM LEADER

Sep 2022 - present | Target , Lafayette, LA

- Successfully supported the total store operations of a Top 3 Volume store in the company with Black Friday sales reaching Top 2 for three consecutive years.
- Successfully finished a large remodel
- Oversaw the operations of our Inboug, General Merchandise, and Food & Beverage work centers.
- Developed Team Leaders through Prepare for Next program
- Promoted 1 Executive Team Lead to Store Director
- Supported with total store hiring and scheduling
- Led a Successful Inventory process in 2023 and created succdessful plans for prep, execution, and post-inventory.

EXECUTIVE TEAM LEADER OF GENERAL MERCHANDISE

Nov 2021 - Aug 2022 | Target

Responsibilities

- Drive total store sales, understand your role in sales growth and how your departments and team contribute to and impact total store profitability
- Manage a team that executes inbound, outbound, replenishment, inventory accuracy, presentation, pricing and promotional signing processes for all GM areas of the store
- Manage a team of experts in operations, accuracy and efficiency
- Enable efficient delivery to our guests by leading pick, pack and ship fulfillment work (if applicable)
- Create a guest-obsessed culture and lead your team to prioritize the guest experience and deliver on store sales goals
- Develop a strategy and utilize your workload planning tools to complete all scheduled workload ensuring you are guest ready at all times
- Create a scheduling plan in partnership with your team leaders based off of monthly and weekly business workload and guest traffic

- Conduct regular check-ins with your team to ensure completion of tasks and workload
- Manage all GM backroom and sales floor areas, review all reporting to identify gaps and develop a plan to resolve
- Oversee Team Leaders workload planning including transitions, revisions and sales plans for all GM areas
- Drive fulfillment sales by leading the Fulfillment team to fulfill each order accurately and efficiently and deliver on each guest promise time
- Know and assess the competition; leverage guest insights and feedback to drive the business and be the destination of choice for our guests
- Plan, manage and follow-up on organizational and operational change
- Anticipate and identify changes in unique store trends
- Develop and coach your Team Leaders to elevate the skills and expertise of the team
- Establish a culture of accountability through clear expectations and performance management
- Anticipate staffing needs, talent plan and recruit – both long and short term
- Demonstrate a culture of ethical conduct, safety and compliance; lead team to work in the same way and hold others accountable to this commitment
- As a key carrier, follow all safe and secure training and processes
- Address store needs (emergency, regulatory visits, etc.)
- All other duties based on business needs

Achievements

- Successfully supported a \$107 million dollar store
- #2 store in the company for Volunteerism

PINK MANAGER (MERCHANDISING/SELLING)

Jun 2018 - Oct 2021 | Victoria's Secret , Buford, GA

Responsibilities

I was the full time Assistant Manager at a Pink Freestanding location. I was over all merchandising activities and look of the sales floor following company direction while using filters including brand direction, customer, inventory, and real estate. I was also over all selling associates and implementing direction of selling techniques and creating a genuine connection with customers in the store.

I assisted in leading corporate visits throughout the year and communicating ideas and feedback with different divisions from our home office.

I traveled to different locations in the region to help remodel and open new locations as well as assist in merchandising activities and using decision making strategies to execute company directive based on real estate.

Achievements:

- Store Ranked Top 10 in company for +LY comp Bra Sales 2019
- Store Ranked Top 30 in company for +LY comp Sales 2019
- Implemented Bra Certification Training among store associates within given payroll
- Recognized by President of Victoria's Secret for 2019 Customer Experience and Visuals
- Recognized for Store Visuals among Region
- Recognized for Overall Store Merchandising and Photography
- Worked closely with Regional Visual Manager on Store Visuals and

ASSISTANT MANAGER OF OPERATIONS

Apr 2013 - May 2018 | Justice , Buford, GA

Responsibilities

I was apart of our management staff, so therefore I managed the store during my shift and that includes overseeing employees, driving sales, and conducting daily tasks.

I oversaw all floor set activities and plan overall success through store merchandising. I conducted walk-throughs with my District Store Manager when planning a floor set. I organized all transfer, Ship from Store, return, damage, and LP activities.

Achievements

- District Home Store with Regional Walk Through Quarterly
- Temporary Store Manager during Q4 2017
- Home Store for LP district training
- Held district visual meetings at Store for Assistant Managers and 1 Associate from each store
- Borrowed to other stores to Assist in opening/closing shifts as well as remerchandising.

EDUCATION BACHELOR'S DEGREE IN FASHION MERCHANDISING & RETAILING

Johnson & Wales University , Providence, RI | 3.9 GPA

Will graduate in Spring 2025

ASSOCIATE'S DEGREE IN BA

Georgia Gwinnett College , Lawrenceville, GA | Graduated in 2019 | 3.1 GPA

**SKILLS CUSTOMER SERVICE VISUAL MERCHANDISING COMMUNICATION
LEADERSHIP SALES ACCOUNTABILITY BUSINESS CREDIT
BRAND LOYALTY FOOD SAFETY AND SANITATION INCLUSION STRATIES
MANAGEMENT REPORTING OPERATIONS REVERSE LOGISTICS
ONLINE LEARNING**