

Michael Schloth

Greater Boston, MA | 978.317.0556 | mschloth@gmail.com | www.linkedin.com/in/michaelschloth

Summary Statement

I am a highly-motivated sales and design professional with a decade of experience in customer relationship management. Where I have focused on marketing, operations, leadership development, sales management, and have driven results at a Fortune 500 retailer and as an entrepreneur. My experiences as well as education in marketing and design have given me the ability to communicate and create positive team environments that get results.

- Communication and Team Building
- Technology and Design (UI, UX)
- Customer Support and Operations
- Marketing and Branding Strategy

Technical Proficiency

Applications: PeopleSoft, Kronos, Microsoft Office Suite (Word, PowerPoint, Excel), Final Cut Pro, Autodesk 3ds Max, Adobe Suite (Illustrator, Photoshop, InDesign)

Program Language: HTML5, CSS3, jQuery

Professional Experience

A-Ink Solutions - Merrimac, MA

(2007 – Present)

Owner, Freelance Designer

- Produced a 50% increase in clients' brand awareness through research and development of value proposition Strategies
- Successfully managed production budgets from (\$500-\$5000) by completing simultaneous design projects for startup companies in fashion, technology, real estate and automotive industries
- Expanded clients' business development (30%) through creative digital marketing programs in print, web and media applications.

Haverhill Community Television - Haverhill, MA

(2010 – 2011)

Television Production Internship

- Created a successful public television segment by researching and developing a game show script that featured a comedy dialog
- Grew viewership 20% through creative graphics that represented each sequences of the shows

Lowe's Home Improvement - Woburn and Lowell, MA

(2008 – 2017)

Assistant Store Manager - Lowell, MA **(2016 – 2017)**

- Led a diverse team of 150+ people in a \$35 million+ location to achieve 10% sales and margin growth, the largest increase in a 17-store market
- Achieved the highest yearly rating out of a 50+ store region with a score of (91%) for employee satisfaction by developing a mentoring program that created a valuable team environment
- Grew the store into a \$35 million+ sales tier through training sales consultants and department managers to increase sales productivity within the sales cycle process of inside and outside sales

Sales Manager - Woburn, MA **(2014 – 2016)**

- Created a 10% margin increase and grew a specialty sales department into a \$14 million+ tier by implementing SMART goals to maximize cross-merchandising and sales opportunities
- Reduce unproductive payroll (50%) by promoting follow up in accountability and compliance
- Coached and mentored professionals to grow into sales leaders that exceeded an individual monthly sales quota of \$120,000+

Sales Consultant - Woburn, MA **(2008 – 2014)**

- Successfully averaged monthly sales quota of \$40,000+ by utilizing a target database and CRM system to close inside sales leads
- Improved quarterly customer satisfaction (30%) by demonstrating product knowledge and design expertise to develop successful customer relationships

Education

Bachelor of Arts, Interactive Multimedia and Marketing

Salem State University, Salem, MA

Master Certificate, Visual Communications in Digital 3-D Design

Clark University, Worcester, MA