

# 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

# Write On Target

**Ramon A. Mata-Toledo, Pauline K.  
Cushman**



## Write On Target:

**Task-Based Language Teaching from the Teacher's Perspective** Martin East,2012-01-01 Task based language teaching TBLT is being encouraged as part of a major overhaul of the entire school languages curriculum in New Zealand However teachers often struggle with understanding what TBLT is and how to make TBLT work in classrooms Using the stories that emerged from a series of interviews with teachers the curriculum implementers and with advisors the curriculum leaders this book highlights the possibilities for TBLT innovation in schools It also identifies the constraints and proposes how these might be addressed The result is a book that whilst rooted in a particular local context provides a valuable sourcebook of teacher stories that have relevance for a wide range of people working in a diverse range of contexts This book will be of genuine interest to all those who wish to understand more about TBLT innovation and the opportunities and challenges it brings

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## **Table of Contents Write On Target**

1. Understanding the eBook Write On Target
  - The Rise of Digital Reading Write On Target
  - Advantages of eBooks Over Traditional Books
2. Identifying Write On Target
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Write On Target
  - User-Friendly Interface
4. Exploring eBook Recommendations from Write On Target
  - Personalized Recommendations
  - Write On Target User Reviews and Ratings
  - Write On Target and Bestseller Lists
5. Accessing Write On Target Free and Paid eBooks

- Write On Target Public Domain eBooks
  - Write On Target eBook Subscription Services
  - Write On Target Budget-Friendly Options
6. Navigating Write On Target eBook Formats
    - ePub, PDF, MOBI, and More
    - Write On Target Compatibility with Devices
    - Write On Target Enhanced eBook Features
  7. Enhancing Your Reading Experience
    - Adjustable Fonts and Text Sizes of Write On Target
    - Highlighting and Note-Taking Write On Target
    - Interactive Elements Write On Target
  8. Staying Engaged with Write On Target
    - Joining Online Reading Communities
    - Participating in Virtual Book Clubs
    - Following Authors and Publishers Write On Target
  9. Balancing eBooks and Physical Books Write On Target
    - Benefits of a Digital Library
    - Creating a Diverse Reading Collection Write On Target
  10. Overcoming Reading Challenges
    - Dealing with Digital Eye Strain
    - Minimizing Distractions
    - Managing Screen Time
  11. Cultivating a Reading Routine Write On Target
    - Setting Reading Goals Write On Target
    - Carving Out Dedicated Reading Time
  12. Sourcing Reliable Information of Write On Target
    - Fact-Checking eBook Content of Write On Target
    - Distinguishing Credible Sources
  13. Promoting Lifelong Learning
    - Utilizing eBooks for Skill Development

- Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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