

MICHAEL E. HATRAK

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<http://www.geocities.com/furniturehelper>

OBJECTIVE: To gain a position as Operation **Manager**, Sales **Manager**, Warehouse **Manager**, Customer Service, Office **Manager** or Inventory Auditor / Purchasing.

QUALIFICATIONS

Over 15 years experience in the **Home Furnishings** Industry with expertise in every aspect of **Furniture** Retail / Wholesale Operations.

EMPLOYMENT

Previous to working way up to **management** worked as a **furniture** delivery driver, warehouse **manager**, customer service and accounts payable.

Crawford **Furniture: Furniture Sales Manager:**

- Created Accounting Program
- Sales Training and P.O.S Training
- Multi Store **Management**
- Created / Implemented Builder & Rental program

Furniture Plus: Operations Manager/ E-Commerce:

- Created Web Site and promotion
- Set up and ran Warehouse / Shipping Center
- Created and ran Online sales division
- Vendor relations and ordering

TAM Imports: **Furniture Operations Manager:**

- **Managed** 9 store operations: Inventory, Orders, Purchasing and sales
- Implemented bar code system
- Created procedures for daily operations
- Set pricing margins and handled importing containers

Furniture Connection: E- Commerce Manager:

- Set up Vendors and Shipping Department
- Created multiple online e-commerce sites
- Handled all sales from advertising to final shipment

Stratford Court **Furniture: E- Commerce Manager:**

- Created company and e-commerce site
- Implemented new **furniture** vendors and price margins
- Managed sales and distribution for online stores
- Marketing Campaigns and Direct Mailers
- Created Condo / Rental Design Program

FURNITURE INDUSTRY RELATED EDUCATION

Attended Zig Ziglar and various Sales Seminars

Attended Various WHFA Sponsored Workshops.

Certified **Home Furnishings** Design Consultant / IFDA

Please take a moment to read a quick outline of what I can do for your company. sales training, customer service program, sell furniture online, boost local traffic, inventory and purchasing manger, bring new vendors to compliment and broaden price point and selection, complete warehouse & shipping operations, account receivable/ payable, point of sale training and office management, advertising and promotions. You can view my Interactive resume online at <http://www.geocities.com/furniturehelper> to view some examples of my work.