

Jarnells Laignelet

Hackensack, NJ 07601

jarnellslaignelet8_nxg@indeedemail.com

+15512501450

Dynamic and highly flexible professional with robust management experience in sales operations and business operations in the retail industry. People person with proven ability to build and maintain relationships with clients and vendors to ensure successful, sustainable operations. Skilled in developing and executing strategic plans to achieve organizational objectives. Track record of success in driving revenue growth and boosting both customer and employee engagement. Demonstrated ability to influence, with an aptitude for cultivating relationships with stakeholders, customers, and employees. Robust problem solver with top-notch analytical skills, and a passion for resolving highly complex problems. Effectively handle a multi-tasking environment, meet deadlines, and work across a wide range of high priority initiatives. Possesses confidence, intellectual curiosity, the desire to learn, and the ability to cut through ambiguity.

Work Experience

Clerk 1

Bergen County Clerk's Office - Hackensack, NJ

April 2022 to Present

- Process and verify various documents, including but not limited to legal filings, permits, licenses, certificates, and records, to ensure accuracy and completeness.
- Accurately Input relevant information into the county's database, indexing databases to ensure all documents are easily searchable and retrievable when needed.
- Review and send out mail related to county clerk's office, including notices, correspondence, and other materials.
- Ensure all documents processed are up to state and county standards, including formatting, content, and legal requirements.
- Maintain strict confidentiality of all documents and information processed, adhering to all relevant laws and regulations.

Assistant Store Manager

Ugg-Decker Brands - Paramus, NJ

July 2020 to March 2021

- Provided strategic oversight and supervision to sales associated, maintaining overall operations and store facilities, including staff management and scheduling, promotional and pricing strategy, procurement, and various other facets (such as managing finance and budgets, and working with vendors), while boosting long-term success and increasing profit levels.
- Delivered business strategy and optimized operational workflows to improve operational quality and efficiency.
- Ensured accuracy across financial reports and statements, evaluating and documenting performance and functions to target current business conditions and forecast needs.
- Developed store and retail promotional strategies to raise customer pool, expand store traffic and optimize profitability.

- Supported development and execution of detailed action plans for events applicable to stores and supports event execution
- Employed expedient inventory management, curtailing store shortage and store losses YOY.

Sales Lead

Ugg-Decker Brands - Paramus, NJ

May 2019 to July 2020

- Screened potential hires, and onboarded and trained new associates to enhance their sales skills to ensure that the team is composed of highly motivated individuals capable of contributing to the store's success.
- Developed strategies to increase sales by identifying potential target markets and tailoring sales tactics to meet their needs.
- Created a weekly store schedule to maximize productivity and ensure adequate staffing during peak hours.
- Provided sales reports to management to help them analyze sales trends and develop strategies to increase revenue.
- Scheduled and processed stock shipments and transfers to ensure that the store is adequately stocked at all times.
- Executed open and close POS to ensure that all transactions are accurately processed and recorded.
- Planned and executed floor displays and visuals to create an inviting and visually appealing shopping environment that encourages customers to make purchases.

Part-Time Assistant Manager

Janie and Jack inc/GAP Inc. - Paramus, NJ

February 2019 to October 2019

- Supported daily store operations, aiding Store Manager in streamlining operational processes to reduce costs and improve efficiency.
- Executed efficient performance management, monitoring and analyzing metrics to drive set goals.
- Developed and executed successful promotional initiatives, leveraging strong project management and coordination skills to improve operational efficiency and maximize resources.
- Contributed to development and oversight of employees, facilitating an enhanced workplace environment, and fostering positive relationships that led to improved employee satisfaction and retention.

Visual Merchandising Manager

Zara usa inc. - NY/NJ Metro

January 2017 to September 2018

- Led Merchandising Team in implementing corporate visual direction based on individual store needs and inventory levels, driving sales through strategic merchandise placement and compelling displays to bring the storytelling vision to life.
- Leveraged excellent visual skills and eye for detail in crafting innovative ideas & solutions for assortment architecture, as well as key business storytelling strategies.
- Adopted effective brand marketing strategies, creating effective merchandise placement and display, to drive sell through.
- Delivered consistent customer experience by maintaining brand standards for visual presentation, cleanliness, and organization throughout the store.

- Mobilized training initiatives for sales associates to inculcate company vision and directives, as well as develop fluent product knowledge, and soft skills that improve associates' customer understanding, boosting sales averages and upselling.

Sales Associate

Zara usa inc.

October 2016 to January 2017

Sales Associate

Gymboree Group INC.

April 2016 to October 2016

Education

Bachelor of Science in Information Technology Management

Ramapo College of New Jersey - Mahwah, NJ

January 2023 to Present

Associate's degree in Information Technology

Bergen Community College - Paramus, NJ

May 2022

Diploma in High School General Education

Hackensack High School - Hackensack, NJ

Skills

- Technology
- ADP/Kronos for schedules and payroll
- Leadership (4 years)
- Coaches team for growth (3 years)
- Fosters a collaborative (3 years)
- Python Coding (1 year)
- RFID
- Opening and closing POS
- WorkDay for onboarding
- Spanish
- Software Testing
- Strategic planning (3 years)
- Operations management (4 years)
- Business development (3 years)
- Performance management (2 years)
- Workforce management (3 years)
- Employee relations (3 years)

- Merchandising (4 years)
- Customer service (5 years)
- User Interface (UI)
- Payroll
- Workday
- Kronos
- Databases
- Cash register
- Analysis skills
- Store management
- Data collection
- POS
- Marketing
- Project management

Languages

- Spanish - Expert

Certifications and Licenses

Driver's License

Assessments

Administrative assistant/receptionist — Proficient

March 2022

Using basic scheduling and organizational skills in an office setting

Full results: [Proficient](#)

Recruiting — Proficient

February 2022

Managing the candidate sourcing and selection process

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.