



## Harold H. Herzog

HHHerzog@gmail.com  
Willing to Relocate/Travel  
Organic Produce Certificate

386-555-1484  
Currently residing in Seattle  
Non-smoker

### **Seeking Produce Associate Team Leader (Assistant Department Manager) position with Whole Foods Market. Job ID 109014**

#### Objective Statement

My combination of skills, experience, and education provide me the ability to maximize customer sales and satisfaction, understand merchandising and sales trends, assist in leading department staff, and generate increased revenue for the produce department.

#### Selected Accomplishments

- Developed product stocking and inventory system that produced additional sales while reducing waste, resulting in increased profitability to the department and store.
- Forged key relationships with local farms that generated positive publicity, helped lower costs, and increased store traffic, resulting in an a 20 percent increase in sales.
- Dramatically reduced staff turnover and absenteeism by establishing team spirit and promoting a positive work environment in 10-person produce department, thereby reducing staffing expenses by 15 percent.
- Cross-trained in virtually every major grocery department (Customer Service, Juice Bar, Deli, Produce, Dairy, Cashier, and Back Stock), providing ability to cover work shortages in any department.

#### Relevant Employment History

**Huckleberry's Natural Market**, Spokane, WA  
Produce Department Lead

2010-2012

Huckleberry's Natural Market provides customers with the best tasting, most healthful food possible. We actively seek partnerships with local, regional and national producers who are dedicated to stewardship of the land.

**Meyers Falls Market**, Kettle Falls, WA  
Produce Associate

2007-2010

Meyers Falls Market offers the freshest and highest quality produce, meat, milk, cheese, and more -- sourcing our products directly from local farms and processors whenever possible.

**Bachelor of Arts**, Eastern Washington University, Cheney, WA  
**Certificate**, Organic Produce College, Spokane, WA

**Keywords:** hiring development mentoring motivating produce team retail execution high standards customer service sales margin expense labor maximize productivity efficiency assortment merchandising inventory control excellent communications skills merchandising skills product knowledge managing profit margins labor budgets safe working shopping environment food sanitation laws HACCP OSHA Dept of Labor managerial leadership experience produce displays produce vendors educating customers nutritional value of produce fruits vegetables minimizing shrinkage maximizing sales food safety well-organized mental physical dexterity