



## SCOTT J. HUEBER

Los Angeles, California  
Mobile: (949) 375 - 1263  
scott\_hueber@msn.com



**Arizona State University**  
December 1999  
**Bachelor of Interdisciplinary Studies**  
**Business and Communications**

### PROFILE

A proven track record of performance and accomplishments with increasing levels of responsibility. Exceptional skill sets in multiple retail concepts where growth oriented business opportunities are tied to sales, marketing, operations, merchandising, financial and people expertise. Excellent training and development ability couple with actual on hand experience.

### EXPERIENCE

Aug 2004 - Present

**Lowe's Home Improvement Warehouse**  
**Lake Elsinore, CA & Torrance, CA**  
**Store Manager**

- Winner of Lowe's highly coveted 2006 Customer Focused Award.
- Responsible for P & L and daily supervision of 145 employees and nine assistant managers.
- Top corporate performer of United Way, Jerry's Kid's and Lowe's Employee Relief Fund.

Jan 2003 - Aug 2004

**Target Corporation Norwalk CA Store Manager**

- Personally recruited by Regional Vice President to turn around a struggling inner city store.
- Responsible for communication and store execution of corporate programs to include sales, margin, expense, and profit as well as all personnel related decisions and customer service.
- Supervised six assistant managers and 186 employees.
- Increased 2003 total sales volume 14% exceeding budgeted plan.
- Reduced 2003 variable expenses 18% to budgeted plan.
- Raised store status from "under perform" to "exceeding expectations" in first sixth months.
- Consistently ranked in top three in the district (14 stores) in sales volume to plan.
- Placed on management "Fast Track" list for mentoring and advancement



## EXPERIENCE

---

Jan 2000 - Jan 2003

### **Kmart Corporation Aliso Viejo, CA Store Director**

- Overall accountability for day-to-day store operations including all personnel and sales development for a forty-two million dollar full line food and variety Super K Center,
- Supervised 11 managers and 252 employees,
- Turned sales from a 5% decrease in 2001 to a 19% increase in 2002 exceeding regionally set sales plan for four consecutive quarters, Q1 2002 to Q4 2002, by a minimum of 6%,
- Raised regional store ranking from 9th to 2nd (11 stores) in sales volume.
- Selected by the Regional Business Director to supervise the opening of new Super Kmart locations in Phoenix and Las Vegas.
- Maintained region's lowest employee turn over rate through consistently implementing employee development programs.
- Joined as Assistant Store Manager and promoted to Store Director in a record 23 months.