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MARILYN BOUCHER

COMPETITIVE ... ANALYTICAL ... CHANGE AGENT

Seeking position as...

**\*Retail Sales Manager\***

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**Provide Revenue-Generating Leadership to Weight Loss Centers through  
Ability to Regain and Retain Memberships**

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**Over 12 years' experience as a top-performing "turnaround specialist"** steering business development, operational efficiencies, and strategic sales and marketing initiatives for weight loss centers. Execute a "clear vision and voice" to align with cultures of discipline that value integrity and a transparency in the core business.

***Proof of transferable skills ...***

***Deliver mission-critical*** **Led #12-ranked center to #1 status** (*out of 32 Georgia facilities*) within 9 months.

***Results***

\$100K within two-

**Led center to #1 nationwide ranking** for revenue generation of month time period (*Metabolic Results, Inc., company competition*).

*sales performance*).

**Earned "Sales Achiever" awards 12 times** in 3 years (*top quarterly*

***Respect and leverage***  
**expectations.**

***human capital***

**Empowered sales teams to achieve close rates 20% higher than**  
Developed relationships based on trust and respect to generate 25% of new business through member referrals (*Health Nation Ltd.*) and to regain 20% of memberships lost due to a failed franchise (*Weight Loss International*).

***Create opportunities***

**Implemented programs** that generated and maintained club members. Increased retention rates of *Weight Loss International*, 80%; *Metabolic Results, Inc.*, 88%; and *Health Nation Ltd.*, 95%—percentages far exceeding the company baseline.

**Promoted health-conscious awareness through community speaking engagements.**

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