

Federal Resume Builder Fresh 20 Resume Builder For Mac

## 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

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
 Led center to #1 nationwide ranking for revenue generation of

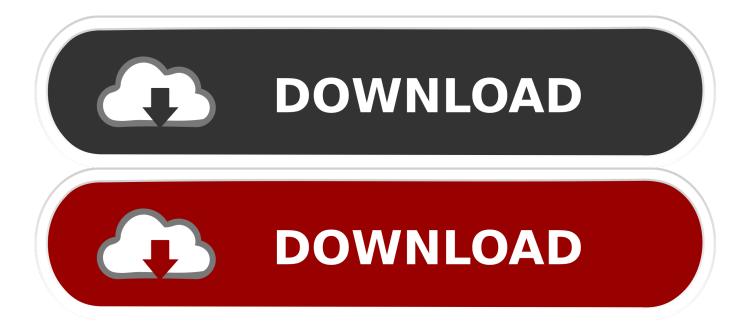
 \$100K within two month time period (Metabolic Results, Inc., company competition).

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

sales performance).

Respect and leverage expectations.	Empowered sales teams to achieve close rates 20% higher than
human capital	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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