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Be all that you can be and buy all that you can buy at the PX or BX (Post or Base Exchanges). Army and Air Force Exchange Service (AAFES) runs about 2,450 facilities -- including PXs and BXs -- at US Army and Air Force bases in 25-plus countries (including Iraq), all 50 US states, and five US territories. Its presence ranges from tents to shopping centers, including 130 retail stores, some 1,420 fast-food outlets (brands like Burger King and Taco Bell), 120 movie theaters, beauty shops, and gas stations. AAFES serves active-duty military personnel, reservists, retirees, and their family members. Although it's a government agency under the DOD, it receives less than 5% of its funding from the DOD. Most of the profits fund morale, welfare, and recreational programs for soldiers and families.

Mar 1993 - Jun 1995 | Army Air Force Exchange Service, Albuquerque, NM
Operations Manager

- Administration of customer and internal support services, Loss Prevention, Custodial, Customer Service, Front End and Logistical functions.
- Budgeting, forecasting and planning store sales, payroll and expenses
- Diversity Trainer for Desert Mountain Region, responsible for training Diversity practice to all Managers and Supervisors.
- Appointed as Lead Certifier of Diversity Instructors, responsible for training Diversity practices as well as training new Diversity Trainers.

Feb 1990 - Mar1993 | Army Air Force Exchange Service, Colorado Springs, CO
Sales Area Manager

- Responsible for sales, merchandising, inventory movement and replenishment.
- Supervised, trained and motivated a team of sales associates.
- Directed and attainment of new vendor accounts.
- Exceeded sales goals by an average of 37% during tenure.
- 1992 increase Departmental sales by 37% received The Falcon Award for top increase in CONUS.
- 1993 top selling AAFES store in Bose Lifestyle music systems 30 units' initial roll out in less than 30 days.
- Promoted to Operations Manager in 1993.