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Pass the buck, get a penny back. 99 Cents Only Stores sells closeout and regular general merchandise for 99 cents (or less) through 380-plus stores in four states; two-thirds of its stores are in California, while the rest are in Texas, Arizona, and Nevada. The retailer sells name-brand and private-label food and grocery products (which make up nearly 60% of sales), along with health and beauty aids, household and seasonal goods, hardware, stationary, party products, and more. Its Bargain Wholesale unit distributes discounted merchandise to retailers, distributors, and exporters. Founded in 1982, 99 Cents Only Stores was taken private by Ares Management, Canada Pension Plan Investment, and the Gold/Schiffer family in 2012.

Aug 2014 - Mar 2016 | 99 Cent Only Stores, San Antonio, TX  
District Manager

- Seven individual locations carrying full selection of grocery items, general merchandise, full produce/deli/frozen assortment with annual revenues of \$26 million
- Responsible for 130 employees with 7 to 8 direct reports
- Human Resources and Assets Protection oversight with responsibility for all hiring, training, corrective action, separations and theft investigations
- Six consecutive quarters of exceeding financial goals, sales, labor and variation.
- Only district in Texas where all stores realized positive cash flows for FY14 and FY15.
- Implemented KPI tracking program for Stores to track real time results. Taught Store Managers how to utilize data to run their business. Allowed each Store Manager to obtain Store Manager quarterly bonuses.
- Implemented "Plus Sales" program as a District sold over 7,500 units of Pistachio in 28 days (38.3 average units per store per day prior average was 6.2 average units per store per day). Sold 10,183 snickers bars in 28 days (51.9 average units per store per day prior average was 9.7 average units per store per day).