

Andrew Relyea

Saugerties, NY 12477

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Professional Summary

Results-driven Retail Store Manager with 10+ years of experience leading high-performing teams, optimizing operations, and driving sales growth. Proven success in managing multiple store locations, mentoring employees into leadership roles, and achieving top 3% rankings in sales and profit at Dollar General and Petco. Experienced in supporting child and adolescent development, particularly those with mental challenges, fostering personal growth and transformation. Currently pursuing a Bachelor's Degree in Criminal Justice to expand professional capabilities.

Education

Bachelor's Degree in Criminal Justice (In Progress, Expected 2027)

SUNY College of Technology at Delhi – Delhi, NY

Associate's Degree in Criminal Justice (Graduated 2024)

Columbia-Greene Community College – Hudson, NY

Professional Experience

- **Area Manager** | Petco – Albany, NY (May 2019 – June 2023)
 - Led multiple store locations, surpassing sales and profit targets through strategic cost management.
 - Developed and mentored employees into leadership roles, increasing retention and team performance.
 - Streamlined inventory and merchandising strategies to optimize seasonal transitions.
 - Ensured compliance with operational standards and implemented company programs effectively.
 - Maintained security protocols, overseeing banking procedures with precision.
- **District Store Training Manager** | Big Lots – Hudson, NY (October 2017 – May 2019)
 - Directed recruitment, scheduling, and leadership development initiatives to enhance store performance.
 - Increased brand visibility through community engagement and promotional activities.

- Collaborated with district leadership to address store challenges and improve operational standards.
- **Assistant Manager** | Walmart – Pittsfield, MA (October 2016 – October 2017)
 - Provided leadership in hiring, training, and daily operational management.
 - Assisted in financial reporting, payroll processing, and inventory control for efficiency.
 - Delivered coaching to employees, fostering a professional and motivated work environment.
- **District/Area Store Manager** | Dollar General – Saugerties, NY (May 2006 – October 2016)
 - Achieved top 3% in sales and profit performance by implementing cost-effective strategies.
 - Reduced inventory shrinkage through proactive stock management and loss prevention techniques.
 - Mentored new managers, playing a key role in district-wide leadership development.
- **Behavior Specialist & House Manager** | Devereux Advanced Behavioral Center – Red Hook, NY (January 2003 – May 2006)
 - Provided individualized care plans for children with mental challenges to promote growth and independence.
 - Acted as a liaison between residents and families, ensuring effective communication and support systems.
- **Child Care Worker Supervisor** | Berkshire Farm Center and Services for Youth – Canaan, NY (January 2000 – January 2003)
 - Managed the care and development of over 200 adolescents, guiding them through personal growth programs.
 - Designed initiatives to help youth overcome challenges and reach developmental milestones.

Key Skills & Competencies

- **Retail Operations & Leadership:** Multi-unit management, strategic planning, financial oversight.
- **Sales Growth & Profit Optimization:** Achieved top 3% rankings through effective cost control and revenue strategies.
- **Team Development & Training:** Strong mentorship ability, leading to employee retention and promotion.
- **Security & Financial Management:** Store security, inventory control, banking procedures, P&L analysis.
- **Child & Adolescent Development:** Supporting individuals facing mental challenges, fostering social skills.
- **Community Engagement:** Active in youth development organizations, promoting teamwork and resilience.

Certifications & Recognitions

- First Aid & CPR Certified (Valid through 2027)
- Dean's List Recognition (Columbia-Greene Community College, 2024)

Volunteer & Community Involvement

Saugerties Babe Ruth & Little League (2022 – Present)

Mentor young athletes, teaching teamwork, resilience, and life skills through sports.