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REN STOLZE

Motivated Professional in Leadership Management,
Creative Design and Sound.

EXPERIENCE

General Manager **Guitar Center San Francisco (July 2020 - Present)**

Managed Covid transition of two locations (San Francisco/Dublin). Managed BLM Movement looting. Direct management of insurance claims and adjustments of more than \$150k in allocated inventory. Managed transition of more than 700 lessons students from in store to online. Leadership management of day-to-day operations, monthly/quarterly metric goals, team building/hiring and scheduling. Improved controllable metrics with two categories leading district for 11 months running. 40+ employees. Trained and launched New Store Manager (Former Operations Manager). Regional Leadership Award Recipient for 2020.

General Manager **Guitar Center Dublin (March 2019-July 2020)**

Managed staff of more than 50 employees. Enhanced in store lessons facility to #1 in chain with more than 550 active students taking lessons weekly. Helped create new lessons initiatives to be used chain wide for large volume store acquisition and retainment. Ended 2019 above goals in sub-metrics and #1 in sales plan in the district for the year. Apart of 2019 Womens Cohort for Diversity and Inclusion.

General Manager **Guitar Center S. San Jose (May 2018 - March 2019)**

Grand Opening Store Manager. Hired/trained brand new team for grand opening of Guitar Center South San Jose while Interim General Managing Guitar Center San Jose. Setup and implemented store design/construction of physical displays for inventory in store. Used leadership management to end as highest performing Grand Opening store for 2018 in Gross Sales/Margin and nearly all sub-metrics. Developed lessons studio with extensive growth to over 220 active students by end of 2018. 40+ employees. Trained and launched New Store Manager (former Customer Service Manager).

General Manager **Guitar Center Gilroy (May 2017 - May 2018)**

Drove sales metrics and implementation of Rentals and Lessons. Managed development of lessons studio ending over 150 active students. Rentals launched June 2017 and ended with over 200% of sales plan expectations. Black Friday 2017, store achieved #1 in sales plan, coverage attachment, items per transaction, conversion and average basket across chain of more than 250 stores. #1 in District for 2017 fiscal year in sales plan.

Sales Manager/Customer Service Manager

Guitar Center Multiple Loc. (September 2011 - May 2017)

Behavioral Management of sales associates to improve and maintain sales goals and metrics. Customer Service point of contact for all levels of customer interactions. Specializing in descalation management and psychology sales practices. Beta test point person for tier-one guitar program ending with over 100% of expectation.

Owner/Photographer

Eyes Sewn Shut Photography & Design (2006-Present)











Fashion Photography and Portaiture. Helps clients with building portfolios for agency presentation and editorial content. Graphic design work for logos, brochures, websites, etc. Managing large batch orders within deadlines and customizing experiences for customers.

EDUCATION

BS - Bachelors of Science - Entertainment Business Management
Full Sail University - Salutatorian - Directors Award Recipient
2015-2018

High School Diploma
Blue Valley West - Overalnd Park KS
2007

SKILLSETS

 Photoshop - Advanced 20+ years experience	 Keynote - Advanced 6 years experience
 Illustrator - Advanced 15+ years experience	 Powerpoint - Advanced 8 years experience
 InDesign - Intermediate 10+ years experience	 ProAudio - Advanced 10+ years experience
 Word - Advanced 25+ years experience	 Classic Tech - Advanced 15+ years experience
 Excel - Advanced 20+ years experience	 Claw Machines - "Pretty good"



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References

available upon request