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| 2933 SW Ridgeview Ln, Ankeny, IA 50023•515-450-3165•Christie.Sullivan@kumandgo.com |
| Christie Sullivan |
| Work Experience |
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| 8/16 – present | Kum & Go, L.C. | West Des Moines, IA |
| Acquisition and Divestitures Director* Analyze performance of Kum & Go stores to determine appropriate time to divest and selling price of those assets
* Review all acquisition inquiries and decide fit within our current and expanding footprint
* Negotiate and coordinate the disposition of select Kum & Go stores
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| 3/16 – 8/16 | Kum & Go, L.C. | West Des Moines, IA |
| Interim District Supervisor* Operationally led and mentored a district of 15 general managers
* Conducted all hiring and facilitated talent management process for associates, sales managers, and general managers
* Successfully launched “&Rewards” loyalty program and led the company in usage for several consecutive weeks
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| 5/13 – 3/16 | Kum & Go, L.C. | West Des Moines, IA |
| Loss Prevention Manager* Developed, expanded (400% team growth), and managed Loss Prevention Department
* Reduced total company control by $4.8M annually
* Managed security and crisis response for 430 store locations
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| 3/13 – 5/13 | Target Corporation | Maple Grove, MN |
| Group Assets Protection Team Leader* Led four direct reports and 120 indirect reports
* Responsible for Assets Protection in 62 stores with $19.7M shortage and $2.6B in sales
* Completed rigorous Group Assets Protection Team Leader training program
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| 9/10 – 3/13 | Target Corporation | Urbandale, IA |
| Assets Protection Business Partner* Regional Assets Protection Business Partner trainer for 456 stores
* Reduced two districts’ shortage by $300,000
* Mentored four internal promotions in 2012
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| 7/09 – 9/10 | Target Corporation | Ankeny, IA |
| Executive Team Leader- Human Resources* Improved training routines by eliminating all outstanding trainings
* Facilitated meetings and conference calls as District Human Resources Captain
* Led store hiring and talent management process
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| 1/08 – 7/09 | Target Corporation | Ames, IA |
| Executive Team Leader- Assets Protection* Decreased annual shortage from prior year
* Served as District Resource for nine peers
* Identified organized retail crime case valued at over $100,000
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| Education |
| 08/13 – present University of Iowa Des Moines, IAMaster of Business Administration08/05 – 08/07 Iowa State University Ames, IAMaster of Science- Sociology* Emphasis in Criminology

08/01 – 05/05 Iowa State University Ames, IABachelor of Science- Psychology* Minor in Statistics
* Graduated with Distinction
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| Community Engagement and Volunteerism |
| * Central Iowa Shelter Services volunteer (2016)
* Dress for Success Fundraising Events attendee (2016)
* Guest lecturer, Sociology Orientation, Iowa State University (2007-2016)
* Meals from the Heartland volunteer (2014-2016)
* Kum & Go United Way Committee member (2015, 2016)
* Habitat for Humanity Construction volunteer (2013, 2015, 2016)
* Adopt-a-Family benefactor (2013-2016)
* Principal Charity Classic and Des Moines Social Club Fundraising Events attendee (2015)
* Courage League Sports via Women’s Network Charity Luncheon benefactor (2015)
* National Retail Federation ‘Women in Leadership’ Luncheon participant (2015)
* Omaha Police Foundation board member (2011-2013)
* Read to children to celebrate Dr. Seuss Day (2009-2013)
* Organized and participated in National Night Out celebrations in Central Iowa (2008-2012)
* United Way 5K Run/Walk participant (2012)
* Walk for Autism participant (2009-2010)
* Boys & Girls Club of Story County volunteer (2008-2009)

**Skills**  |
| * Successfully completed Dynamics of Negotiations, Business Analytics, Managerial Finance, Corporate Financial Reporting MBA coursework
* Adept in MS Excel, Word and PowerPoint
* Proficient in financial and data analyses
* Confident, dynamic public speaker
* Key leadership strengths of influence and problem solving
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| Accomplishments and Awards |
| * Selected to participate in Iowa Grocery Industry Association Leadership Institute (2017)
* Convenience Store Decisions ‘40 Leaders Forty and Under’ honoree (2016)
* Completed National Association of Convenience Stores Financial Leadership program at Wharton School of Business (2016)
* Kum & Go Associate Value Proposition team member (2016)
* Kum & Go Women’s Network chair (2015-present)
* Kum & Go interdepartmental team member. Presented to the senior leadership team prior to its annual strategic planning session (2014, 2016)
* Kum & Go ‘Excellence Values Award’ recipient (2014)
* Kum & Go Best Places to Work – Future Outlook team member (2013)
* Target ‘District Great Team Hero Award’ recipient (2008, 2009, 2010)
* Target R100 ‘Assets Protection Business Partner of the Quarter’ honoree (2011, 2012, 2013)
* Target G191 ‘Shortage Award’ recipient (2011 and 2012)
* Target G191 ‘Theft Award’ recipient (2012)
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