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| 2933 SW Ridgeview Ln, Ankeny, IA 50023•515-450-3165•Christie.Sullivan@kumandgo.com | | | | | |
| Christie Sullivan | | | | | |
| Work Experience | | | | | |
| |  |  |  | | --- | --- | --- | | 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 | | | | | | | | |
| |  |  |  | | --- | --- | --- | | 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 | | | | | | | | |
| 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 | | | | | |
| 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 | | | | |
| 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 | | | | | |
| 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 | | | | | |
| Education | | | | | |
| 08/13 – present University of Iowa Des Moines, IA Master of Business Administration 08/05 – 08/07 Iowa State University Ames, IA Master of Science- Sociology  * Emphasis in Criminology   08/01 – 05/05 Iowa State University Ames, IA Bachelor of Science- Psychology  * Minor in Statistics * Graduated with Distinction | | | | | |
| 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 | | | | | |
| 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) | | | | | |