

**C.J. DEMORE**  
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**PROFESSIONAL SUMMARY:**

I started in the year 2000, acquiring a true passion for the furniture industry. I started from the bottom and worked my way up. I spent 4 years successfully assisting and operating a furniture outlet store in Ohio. I spent the next 9 years travelling the U.S. managing a multitude of high-impact furniture promotion events. I found this to be an art. I was motivated to impress and exceed expectations for not only my superiors, but for my customers, family, and co-workers as well. I have shadowed some of the best in the industry, never to have been given an easy task. I enjoy doing the impossible, and there is no better feeling than success.

**PROFESSIONAL HISTORY:**

2014-2015

**Category Manager The Dump Furniture Outlet - Dallas, TX**

- In this 200,000 Sq. Ft. store 35M dollar operation, I managed the leather, motion, emporium, and lifestyle categories.
- Assisted approximately 40 sales associates, 20 warehouse personnel, and management teams with problem solving, training, closing sales, merchandising, customer service, logistics, purchasing, and operational planning.
- Implemented strategies and organized due diligence on a daily basis to increase efficiency, sales, moral, profit, and customer satisfaction.
- Responsible for 1.35M in sales gains from 2013 to 2014 year comparison. Total sales for my categories were 13.6M in 2014.

2004-2014

**Project Manager Planned Furniture Promotions/MG Smith/Solutions Consulting Group– U.S. Only**

- Profitably facilitated a multitude of high profile furniture and billiard industry promotional events. While maintaining the advertising budget below 10%, producing sale event revenue totals from 350k-8M in gross sales with gross profits margins ranging from 8-15%.
- Lead and trained owners, managers, sales, office, and warehouse personnel to run efficient and profitable events.
- Responsible for day to day operations, including banking, security of property(s), inventory, logistics, budgeting, customer service, merchandising, advertising, organizing and strategy planning, vendor purchasing, accounts payable, accounts receivable, and distribution.
- Executed lease agreements pertaining to company housing, truck, and warehouse rentals.

2000-2004

**Selling Floor Manager Kronheims Furniture Outlet – Cleveland, OH**

- Practiced the art of selling furniture.
- Promoted from sales associate to management within 6 months.
- Assisted general manager with day-to-day operations, purchasing, customer service, merchandising, recruiting, marketing, pricing, and training.

1998-2000

**Selling Field Manager Pro-Tek Chemical – Glenns Ferry, ID**

- Performed direct sales door-to-door.
- Developed valuable communication skills and was the recipient of multiple sales awards.
- Promoted from sales to management within 6 months. Lead and trained a team of seven sales associates on a weekly basis.