

Richard Williams
139 Yale Avenue
Mill Valley, California 94941
415-254-2448
rwill@sonic.net

Personal:

I have over thirty one years experience in the retail industry and enjoy challenges and interaction with people. I am well traveled and have spent a good deal of time in Europe, Asia, and the South Pacific, including Australia and New Zealand. I am an accomplished oil painter with a number of works in private collections. I have a passion for food and wine as well as books and music.

Skills:

Customer Service – Customer Service Manager
Retail – Buyer, Retail General Manager, Retail Store Manager, Assistant Store Manager, Store planning

Work Experience:

2008 -Present **Store Manager**

Blue Fog Market – San Francisco, California

Managed the two locations of this upscale neighborhood corner market for the last year. Redesigned the look and feel of the markets, retooled the operations, created a fresh product set, brought profit margins in line, and was solely responsible for all purchasing. Under my leadership, staff was reinvigorated and sales increases were impressive. The last six months saw consistent increases of up to 30%.

2007-2008 **Consultant**

Food Town – Pacifica, California

I have been retained to pull the elements of the store together. This includes recreating the Deli and Cheese Departments, designing and building a café, standardizing all store signage, developing a color scheme for the store interior, assisting in the completion of the Wine Department, (including a tasting bar), as well as numerous other projects throughout the store.

2003-2007 **Store Manager**

Loch Lomond Market – San Rafael, California

Developed a strategy for the complete overhaul and remodel of the store. Achieved not only impressive sales increases, but the admiration of the clientèle for creating a true neighborhood store. In-store responsibilities included full store management as well as purchasing for the store, including the Wine Department.

- 1998-2003 **Store Manager**
Dean and Deluca – St. Helena, California
Duties included managing this prominent retail location as well as revamping major areas of the store including the Produce Department, Deli Department, Cheese and Charcuterie, and Housewares. Sales grew steadily during my tenure.
- 1993-1998 **Wine Manager**
Woodlands Market – Kentfield, California
Responsibilities included purchasing all wine, liquor, and beer. Sales tripled during my tenure. I personally designed the current wine Department and tasting bar, consulted for parties and catering, wrote articles for the monthly newsletter, (including for other departments), and organized and officiated over bi-monthly wine maker dinners of 80-100 attendees.
- 1991-1993 **Supervisor/Wine and Spirits Manager**
Blackhawk Market – Blackhawk, California
Responsible for purchasing all wine and liquor. Had supervisory duties in the store as well. Achieved a steady increase in sales. Organized two annual Blackhawk Plaza Wine Festivals with over forty wineries in attendance. Conducted private wine tastings and selected wines for catered events.
- 1989-1991 **Mollie Stone's Market – Sausalito, California**
Duties included working the Wine and Liquor Department and running it during the Department Manager's absence, ordering gourmet and bulk foods, and managing the warehouse
- 1976-1989 **Alpha Beta Markets – Mill Valley, California**
Positions included Customer Service Manager, Produce Department-second man, Receiving Clerk, Opening and Closing Manager, and Manager, Stock Crew.
- Education:**
1974 **Graduated** – Tamalpais High School, Mill Valley, California

References available upon request