



# KIM SHORT

Volusia County School Board, District 3

## PROFILE

Dynamic and motivated professional who has managed projects from concept to completion generating strong relationships along the way. Dependable and organized team player with the ability to communicate effectively and efficiently.

## CONTACT

PHONE:  
386-316-9588

EMAIL:  
[kimshort4sbd3@gmail.com](mailto:kimshort4sbd3@gmail.com)

## STRENGTHS

Communication  
Building Partnerships  
Creative Problem Solving  
Adapting to Change  
Goal Orientated

## EDUCATION

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### Florida State University

July 1993 - April 1997

Bachelor of Science in Fashion Merchandising and Marketing  
Minor: Computer Science

- Study Abroad: London (Summer 1995)
- Founding Father, "Student Ambassador Program, School of Human Sciences" (1996-1997)
- Won "Partnership in Leadership Scholarship Award" (Fall 1996)
- VP "Fashion INC", Publicity Chair "Collegiate Merchandising Association" (1996-1997), Coordinator "Alumni Auction" and "FSU Spring Fashion Show" (1996)
- Internship: Saks Fifth Avenue; New York, NY (Spring 1997)

## WORK EXPERIENCE

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### School Partnerships/Director, South Volusia Schools

May 2013 – December 2015

Support our school district through advertising sales. Work with local businesses to find successful advertising solutions. Responsible for promoting, finding new business, contracting, and management of accounts.

### Beach Patrol, Inc. /Temporary Event Vendor Representative (Surf Expo)

January 2014 & September 2014

Setup Havaianas booth for biannual Surf Expo at the Orlando Convention Center. Worked with store owners around the country to create assortments. (Events were a week long, daily sales averaged \$100k.)

### Stonehenge, LTD/Consultant (Negotiator)

January 2005 – January 2006

Review markdown money requests with buying offices. Work with buyers to better estimate margin needs and improve orders. Analyze orders and shipping in order to better service accounts. Saved the company an estimated \$300k.

**Echtech Wrecking Corporation/Office & Project Manager**

June 2001 – August 2004

Pioneered salvage sales business to increase net profits by \$18k per month. Set-up and managed all salvage sales, job costs, payroll, bank reconciliation, accounts receivables, and payables. Attained my own license for demolition (non-explosive) for Broward and Palm Beach County. Created bid packages that led to doubled earnings. Created flex time work environment to enable more efficient office staff.

**Burdines, Federated Department Stores/Associate Buyer (Moderate Sportswear)**

May 1997 – May 2001

Developed product with vendors to drive business over and above plan on a consistent basis. Responsible for developing and executing financial plans and projecting results based on current trends- including negotiating and collecting markdown and marketing money from vendors. Provided assistance with seminars, fashion shows and events in our stores, while establishing quality relationships with our store personnel. Achieved #1 position in sales growth and profitability, consistently, for an annual business of \$30 million + in sales. Chosen to participate in the training and development of new executives and interns. Committee member for developing new training courses.