

# **KIRK FIEHLER**

Tucson, AZ 85739

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## **Qualifications for SUPPLIER RECOVERY SPECIALIST/ SALES/ MULTI-UNIT MANAGEMENT / RECRUITING, TRAINING & TEAM BUILDING / MARKETING / P&L MANAGEMENT / HUMAN RESOURCES**

### **PROFESSIONAL SUMMARY**

Dedicated, results orientated, hardworking professional with over 30 years experience in retail sales, rentals, storage operations, tax services, and multi-unit management. Recognized as a creator of over-achievers and management personnel through extremely effective communication skills and extensive training. Proven skills in maximizing sales & profits while controlling costs.

### **AREAS OF EXPERTISE**

- Sales / Marketing
- Training & Development
- Storage Operations
- Forecasting
- Sales Programs
- P&L Management
- Budgeting
- Recruiting and Team Building
- Inventory & Shrink Control
- Warehouse Operations
- Customer Service
- Seasonal Hiring
- Tax Compliance
- Merchandising

### **PROFESSIONAL HISTORY**

JACKSON HEWITT Tax Service: Tucson, Yuma, Sierra Vista, Phoenix, Farmington, Gallup 2015 -  
Current

#### **District Manager**

- Responsible for all phases of operations for 38 locations, including set up and take down of seasonal locations.
- Seasonal Staffing for every location.
- Responsible for Tax Compliance laws and accuracy on every Tax Return for every location.
- Accountable for maximizing Mini-EBITDA at each location.
- Southern Arizona District finished #1 out of 68 Districts in 2018.

UHAUL INTERNATIONAL: 2006 – 2015

#### **Marketing Company President**

#### **U-Haul Company of Southern Arizona**

- Complete financial and legal responsibility for entire Southern Arizona Marketing Company.
- Responsible for Marketing Company Office, Corporate Stores, Storage Facilities, Repair Shop, and independent U-Haul Dealers.
- Over 2.4 Million Dollar increase in Total Combined Income last 4 years.
- Doubled Marketing Company Profits last 4 years.
- Increased Independent Dealer count by 28 (41%) last 4 years.
- Increased Independent Dealer revenue by \$770,000 (252%) last 4 years.

- Increased overall storage occupancy by 8%.

HOME USA WAREHOUSE (Furniture & Mattresses): Southwest, USA 2004 – 2006

**Regional Manager**

- Responsible for all phases of operations for 21 stores.
- Recruited top talent and Team Building for startup markets.
- Responsible for contracting local delivery companies for next day delivery in each market.
- Responsible for all warehouse operations in each market.
- 19% increase in written sales for 2005 FY.
- 15% increase in delivered sales for 2005 FY.
- 3% decrease in overall shrink for 2005 FY.
- 16% increase in Net Profit for 2005 FY.

**EDUCATION**

NORTHERN UNIVERSITY, Flagstaff, AZ  
Bachelor of Science in Business Administration  
Track Scholarship

SCOTTSDALE CORONADO HIGH SCHOOL  
DECA Club President  
All American Cross Country  
Varsity Baseball Team

**WILLING TO TRAVEL REFERENCES FURNISHED UPON REQUEST.**