

Win Johnson

President, Win and Associates

Owner - Win and Associates, Inc.

Retail Construction and Design Specialist

Years in Business: 1988 to Present

Scope: Design/build retail stores in malls and shopping centers.

Number of Projects: Over 1,000 retail projects completed

The Pierced Ear - President and C.O.O., 50% Owner

Retail chain of Jewelry Stores, specializing in earrings and ear piercing

Years in Business: 10

Scope: Leased spaces, design/build stores, hired and trained personnel, supervised operations and sold franchises.

Number of Stores: 48 in 17 states

Average Sales: \$4 million annually

Concept Marketing, Inc. - Executive Vice President and 49% Owner

Jewelry manufacturer, wholesaler and promotional company

Year in Business: 20

Scope: Executive V.P. of Sales developing promotional programs for customers, directed a national sales force, developed jewelry show presentations annually and attended an average of 30 Jewelry Shows nationally each year. Co-owner of a patent on an ear piercing instrument and earrings.

Average Sales: \$6 to \$8 million annually

Partner in Two (2) Full Line Jewelry Stores - Located in Morehead City and Beaufort, NC for a 5 year period

Win Associates, Inc. - Owner

Manufacturers Representative with twelve (12) Jewelry Lines

Years in Business: 3

Scope: Sales Representative for twelve (12) companies in jewelry and jewelry related products. Traveled the southeast and covered all the trade shows in the southeast.

Average Sales: \$1.5 million annually

Futures Unlimited - 50% Owner

Personnel Agency based in Greensboro, NC

Years in Business: 3

Scope: Assisted in promotion and marketing

Sales: \$200,000 annually

Lin's Bridal and Formals - Owners, Linda and Win Johnson

Retail Bridal Store in Morehead City, NC

Years in Business: 5

Scope: Bridal Consultant, full line of bridal gowns, tuxedo rental and formal store

Sales: \$250,000 annually

Jewel Box Store Corporation

Director of Management Development for a Southeast Jewelry Chain

Years Employed: 7

Scope: Created and taught a two (2) year jewelry management development program designed to produce fully trained and qualified store managers. Trained 384 retail jewelry store managers over a seven (7) year period.

Jewel Box Store Corporation

Assistant to the Executive Vice President of Operations

Years Employed: 2

Scope: Responsible for long range planning to map out the strategy for operations of 500+ retail jewelry store chain. Trained my successor for management development and supervised the management development program

Jewel Box Store Corporation

District Supervisor for eighteen (18) jewelry stores

Years Employed: 2

Scope: District Supervisor for the operation of eighteen (18) jewelry stores and direct supervisor of managers.

State Supervisor Distributed Education

State Supervisor for Thirty-Five (35) Counties in Southern Virginia

Years Employed: 3

Scope: Supervisor for thirty-five (35) school systems in Southern Virginia. State wide coordinator of state distributive education high school and adult education.

Distributive Education Coordination

D.E. Coordinator for Turner Ashley High School in Rockingham County Virginia

Years Employed: 4

Scope: Created a new distributive education program for Turner Ashley High School. Established an on-going adult education program in retailing and marketing for the community.

Retail Experience through College

Began at the age of 12 selling produce in the summer and Christmas trees during the holiday season. Direct work experience in high school as part of the distributive education program as my major for four (4) years in college.

College

Virginia Commonwealth University (RPI), Richmond, VA.

I received a major in Distributive Education and a minor in Retail.