

# HARRY J ROBINSON III (ROB)

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## SUMMARY

- Passionate about People – ability to connect, engage, lead, and inspire people
- Inquisitive about Process – exceeds expectations to find efficiencies to improve process and outcome
- Driven to Succeed – energized to utilize resources, learn, and help others
- Authentic and Open – candid, sincere, open to collaboration, and acts with integrity

## EDUCATION

UNIVERSITY OF REDLANDS

*Bachelor of Arts in Economics, Minor in Business Administration*

**1998-2002**

*Redlands, CA*

## WORK EXPERIENCE

PORTU-SUNBERG MARKETING

*Vice President of Sales (2014-Present)*

**2010-Present**

*Minneapolis, MN*

- Responsible for managing relationships across 20 vendors and Target's Seasonal, Impulse and Home Divisions.
- Develop growth plans utilizing 8 team members to ensure sales goals are exceeded and new opportunities are maximized.
- Meet the changing needs of the business environment by developing new relationships resulting in new business.
- Allocate all internal/extremal resources appropriately, so team members have balance and business needs are achieved.

*Sales Manager for Target Corporation (2013-2014)*

- Managed a team of 3 direct reports across 10 vendors and Target's Seasonal & Impulse Divisions.
- Responsible for vendor and merchant relationships and achieving growth goals.
- Created development plans for individuals on team to ensure the business functioned at optimal levels

*Account Manager for Target Corporation (2010-2013)*

- Managed the product development, sourcing and negotiations for over 600 items annually between 10 vendor partners, Target's home décor and seasonal departments.
- Achieved green status for all vendors in key metrics of on time shipping, fill rate and instock levels.
- Managed offshore product development with 10+ product vendors throughout China.
- Honors: Target Corporation Vendor of the Year Award (2010, 2011).

SUPERVALU

*Global Sourcing Analyst*

**2009-2010**

*Eden Prairie, MN*

- Improved efficiencies by developing multiple business processes and procedures for sourcing direct import and domestic products, for SuperValu.
- Manage the execution of the product life-cycle including negotiations and timing and action.
- Developed a process for entering import expenses into the SuperValu buying system resulting in 200% increase in productivity.

TARGET

*Business Analyst/Senior Business Analyst – Sourcing (2005-2008)*

**2004-2008**

*Minneapolis, MN*

- Managed the execution and product development on furniture and kids bedding and accessories, a \$300M business through the product life-cycle in partnership with overseas business partners.
- Effectively communicated business opportunities to a cross-functional team, including influencing team members and leadership.
- Ensured product was set on time and inventory was at optimal levels, consistently exceeding the department goal.
- Developed and implemented a tool across the division to reduce vendor lead-times.
- Nominated as Mentor Captain to on-board all new and current Business Analysts within the division.
- Creating a strategy for collecting outstanding vendor claims, collecting over \$1M receiving the Target division award.
- Led training sessions on company processes and how to develop strong business partner relationships.

*Import Coordinator (2004-2005)*

- Executed item setup process and tracked purchase order shipments for all product in the sporting goods, toys and team sports departments.
- Managed shipping communication and timing and action for multiple Business Analysts and Product Managers across multiple departments.

GAP

*Assistant/Associate Manager (2002-2004 & 2008-2009)*

**1996-2004 & 2008-2009**

*Minneapolis, MN & Mission Viejo, CA*

- Monitored coverage of all areas of the sales floor to maintain seamless customer service and exceed sales goals with a team of 60 sales associates.
- Consistently achieved Gapcard processing goals by motivating and coaching teams to explain and sell benefits.
- Hired and trained all new sales associates, coaching them on their opportunities and communicating development plans to the entire management team.
- Assisted the store manager with all operational aspects of the store including: supply orders, maintenance issues, personnel management, managing payroll, and budget planning.
- Executed men's and women's merchandising by adjusting presentations to meet the architectural challenges and customer base of the location.

**ADDITIONAL:**

Completed Course FP511 – General Financial Planning Principles, Professional Conduct, and Regulation

International: Professional and personal travel to 20+ countries

Study Abroad in Salzburg, Austria

Resident Advisor and Program Coordinator - Student Life

Feed my Starving Children

Second Hand Harvest

America Reads Volunteer