

# SIDNEY BOWDEN

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## SUMMARY

Highly motivated professional 25 years of entrepreneurial and management experience. Capable of creating and maintaining professional and loyal relationships with co-workers, staff and clients. Extensive experience in managing administrative and sales employees as a business owner and marketing and sales professional. Comfortable working independently as a manager and leader and as a collaborative team member. Excellent training, educating, motivating and supporting skills. Competent in applying years of business acumen and experience, exercising decisive judgment to meet and exceed organizational goals.

## SKILLS

Customer Service	Forecasting Sales
Efficient	Purchasing from Vendors and Suppliers
Critical Thinking	Coaching Staff
CRM Experience	Marketing plans
Strategic Planning	Logical and quick math mind
Writing Business Proposals	Positive attitude
Managing Annual Budgets	Team Building

## EXPERIENCE

**06/1994 to Current**

### **Retail Business Owner**

**Bowden Enterprises, Inc.** — Baton Rouge, LA

Over the last decade I oversaw the addition of stores outside of Baton Rouge for the first time in our history including out of state. Put together business plans and presented them to our lenders for major changes to our business. Instituted the upgrade of our POS system from the Retek system to Retailwin. I was able to utilize all aspects of the system and convert reports to Excel to make the reports more usable for better understanding. Meeting with vendors and their reps to make deals for product for our business. Organized incentive programs to encourage the staff to be more proactive on the sales floor. Constantly looking to make the operation more efficient.

Oversaw the managers running the different stores, trying to empower them to see the store as their store. It was my belief that if they saw it as theirs they would take ownership and put in the extra effort to make it successful.

Our stores were Hallmark stores. Hallmark put together the plan for setting up the stores. We were able to get each store opened faster than Hallmark planned.

Not only were we able to get these stores opened faster than expected, but did it with less staff, because of planning efficiencies that I put into action.

## EDUCATION AND TRAINING

**1994**

**Bachelor of Science:** Business Management

**Mercer University** — Macon, GA

## ACTIVITIES AND HONORS

Board member for the Sacred Heart Parish  
Mancuso Outstanding Sports Volunteer 2014-2015  
Outstanding Volunteer at Sacred Heart 2016-2017  
Coached youth sports for the past 16 years

### **ON THE BOARD FOR THE SACRED HEART PARISH FOR 6 YEARS**

Improved the number of parishioners that got involved in different ministries within the parish. For years it was the same people doing everything. We more than doubled the number of people that got involved and even added ministries during this time.