

# Karina Ramirez

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## PROFILE

With eleven years of experience in the retail industry, I am enrolled in the Biotech Career Foundations certificate program designed by Bioversity, in partnership with the Massachusetts College of Pharmacy and Health Sciences. I am seeking to transition into an early-career role in the life sciences. My retail background, combined with technical and soft skills from the program, make me well-suited for a career in life sciences. I'm eager to apply my perseverance, resourcefulness, and dependability to benefit your team.

## EDUCATION

**Bioversity – Biotech Career Foundations**  
Certificate of Completion

June 2024

**Fisher College**  
Bachelors in Human Services

May 2018

## EXPERIENCE

### Store Market Manager

**For Eyes Optical**, Boston, MA

January 2023 - April 2024

- Managed a team of four opticians by giving and receiving feedback, held ongoing development conversations, and led by example on the sales floor
- Operated general store systems, inventory databases, and business operations to ensure that the store and doctor's office were in compliance and all machines were properly functioning

### Sales Manager/Apprentice Optician

**Warby Parker**, Dedham, MA

January 2022 – January 2023

- Oversaw all business operations including scheduling needs, transfer orders, audits, inventory management and business sales & exceed weekly sales target by 15%
- Onboarded and helped train newly hired employees.
- Successfully led them through remote orientation process, sales training, and product knowledge

## SKILLS

- **Dependability:** Demonstrated my reliability by running a business as the sole employee for six months and all business needs were met in a timely manner.
- **Perseverance:** Ensured all tasks were completed while operating the business on my own i.e. inventory, business meeting presentations, patient care.
- **Resourceful:** Entered a business with little knowledge of Opticianry. I taught myself Opticianry to be able to cater to the patients seen on a daily basis.