

# GARY WHITE

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## HIGHLIGHTS OF QUALIFICATIONS

Highly accomplished and results-driven professional with proven leadership abilities, exceptional interpersonal and communication skills and an extensive background in the retail industry.

- The ability to inspire a shared vision
  - Foster collaboration and enable others to act
  - A positive and reaching communication style
  - Challenging processes, searching for opportunities and calculating risk
  - A passion for leadership
  - Encourages others to be their best
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## PROFESSIONAL EXPERIENCE

### **GW RETAIL CONSULTING | 2010 - Present**

#### **Chief Executive Officer**

A retail consultant focused on Brands / Trends / Merchandising / Operations / Store Safety

- Expert assessment of retail brands and their operations
- Guidance to management, owners, legal and the investment community
- Complete review of merchandising, marketing, in house design, product development, sourcing, buying
- Retail real estate reviews of malls, strip centers, life style shopping areas, distribution centers
- Brand positioning, competitive review, assortment diagnostics
- Product expertise with teen, women, kids, shoes, accessories, jewelry, plus size, beauty
- Online, social merchandising, customer connection and guidance
- Management staffing review, SGA assessment, operations review, cost/expense assessment
- Experienced with Fast Fashion, Department Stores, Specialty, Big Box and general product stores
- Opened and managed stores in all 50 states, Canada, UK, Ireland, Australia, Japan, Korea
- A variety of consultation formats: Retained, training, round-table discussions, market reviews, mall walks with management/investment teams, conference calls. Brand specific reviews and/or brand comparisons

### **UNITED RETAIL GROUP, INC. – A PPR COMPANY | 2008 - 2010**

#### **Chief Executive Officer**

United Retail acquired by PPR in Fall 2007

- Successfully Executed Special Turnaround – Helped move a recently acquired company from public to private, reduce its losses, and grow the company
- Women's plus size brands of Avenue, Avenue Body, Cloudwalker Footwear, Avenue Direct, and Jessica London Catalogue
- 500 mall and strip-center based specialty stores and online stores
- In-house exclusive designs and contract manufactured
- Full P&L and brand development responsibilities
- Charged with improving United Retail Group profitability and growing its concept

## **THE WET SEAL, INC. | 2004 - 2008**

### **Executive Vice President, Chief Operating Officer**

- Successfully Executed Special Turnaround – Returned this company to profitability from large financial losses
- Sales, real estate, store planning & construction, operations, purchasing, acquisitions, and strategies
- 470 mall based fashion retail stores, Arden B. and Wet Seal brands
- Full P&L responsibilities
- Major turnaround project, saving company from financial failure and returning it to a profitable brand

## **SAVERS, INC. | 2000 - 2003**

### **President & Chief Executive Officer / Owner / Director**

- Successfully Executed Special Turnaround – Transitioned the company from a family owned and operated business to a growth strategy. 60% is now owned by private investors
- Leading the operations of 197 thrift stores
- Retail operations in Canada, Australia, and the United States
- Responsible for brand, strategy and concept development
- The largest for profit thrift store chain worldwide

## **THE GYMBOREE CORPORATION | 1996 - 2000**

### **Chief Executive Officer, Director**

- Responsible for the profitable operation of over 600 retail stores, 400 parent/child play & music program locations
- Designed, sourced and manufactured high quality play clothing
- Operating in 14 countries. Growing from 200 to over 600 stores
- Direct reports were international director of operations, heads of merchandising, marketing, stores, human resources, real estate and finance

## **MERVYN'S STORES | 1992 - 1996**

### **Executive Vice President, Stores & Operations**

- Management and operations of 295 stores with annual sales in excess of \$4.5 billion with 30,000 + employees
- Responsible for setting direction in support of company vision
- Financial responsibility included a \$500 million annual budget
- Executive member of the Target Corporation management council. A parent company decision making body

## **TARGET STORES | 1976 - 1992**

### **Vice President Regional Manager - West | 1987 - 1992**

- Management of 60 stores in Northern California and Nevada
- Six districts, sales of \$1.2 billion
- Operating profit/loss responsibility

### **Regional Merchandising Manager - West | 1984 - 1987**

- Management of stores inventories, assortments and product timing
- Sales responsibility for all West Coast stores. Store count grew from 27 to 118 in four years
- Direct reports of eight field merchandisers

**District Manager – California, Missouri, Illinois | 1980 - 1984**

- Managed district groupings of stores in St. Louis and Southern California. Store count ranged from 9 to 13
- 1,800 employees, \$210 million in volume responsibility
- Full P&L accountability
- Planned the initial Target Stores entry into Southern California. Opened 10 new stores in the market

**Store Manager – Missouri | 1976 - 1980**

- General store manager duties in three stores over a five year period
- Volume responsibility ranged from \$12 million to \$22 million
- Full P&L accountability
- Appointed to open one new store
- Named Manager of the Year - 1979

**COOK UNITED | 1972 - 1976****Store Management – Ohio**

- Various management assignments from trainee to store manager
- Three store manager appointments during my tenure
- Cook United operated large format discount stores with general merchandise. The store merchandising focus was directed toward hardware and home improvement

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**BOARD OF DIRECTOR ASSIGNMENTS**

National Retail Federation 2008 – Present

March of Dimes – National Trustee, Executive Director 1995 – 2000

Kids in Distressed Situations (K.I.D.S.) 1996 – 2000

Gymboree Inc. Gymboree International 1996 – 2000

Savers Inc. 2000 - 2003

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**EDUCATION & PROFESSIONAL TRAINING**

- Cuyahoga Community College (1970)
- Henry Crown Fellow – a four year values based leader internship at the Aspen Institute (1997)
- Stanford University Corporate Directors Consortium
- Harvard Negotiation Institute
- Various management development courses, as student and instructor