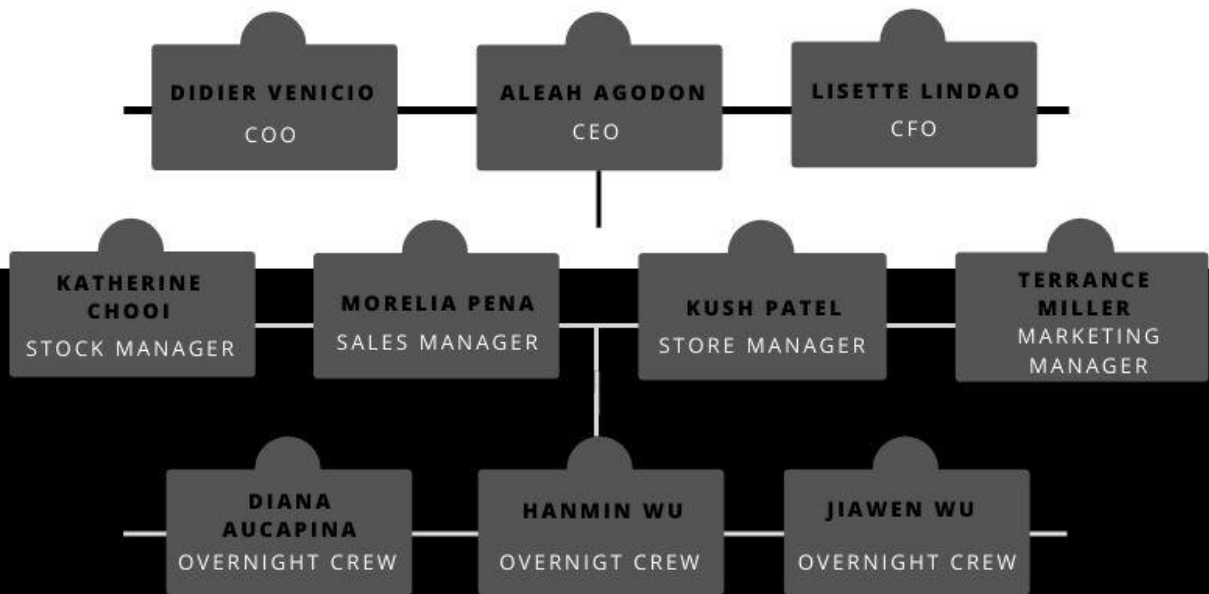


Pet World Group Work

Pet World



Roles

Chief Executive Officer(CEO)- Aleah Agodon

- Creating solid relationships with management/team
- Outstanding Communication skills
- Assessing major corporate decisions
- Managing outcomes of the company
- Creating the most revenue growth
- In charge of ensuring the policy new hires
- Reading people and adapting to necessary management styles
- Seek guidance from board of directors

Chief Operating Officer- Didier Venicio

- Reports directly to the CEO
- Considered Second in Command
- Tasked with overseeing day to day administrative and operational functions of a business
- Handles internal affairs
- Can be responsible for production, research, development and Marketing.

Chief Financial Officer (CFO) - Lisette Lindao

- Managing finances and budgets of the company
- Processing invoices
- Manage finance record and receipts
- Prepare financial growth plans
- Risk management

Store Manager- Kush Patel

- Staffing
- Customer Service
- Stock Management
- Financial Management
- Organization
- Leadership

Marketing Manager - Terrance Miller

- Manages the company Website
- Social media management/ handler
- Copywriting and content management.
- Data analytics for the business i.e

- PR and corporate communications

Sales Manager - Morelia Pena

- Sales team management
- Meet sales goals
- Sell customer needs
- Negotiations
- Sales plan/ strategy/ analysis
- Develop budgets
- Detect sales opportunities

Stock Manager - Katherine Chooi

- Forecast supply and demand of the store
- Ensured shipments and address arrived on time
- Organized purchase detail based on database
- Place order and replenish stock quantity based on merchandiser requested
- Make sure purchases did not over budget
- Evaluate suppliers offers and negotiate profitable deals
- Work with warehouse team to test products quality

Chief Supervisor -

- Keep records of expenditure and how many products have been sold.
- Address customers requests and complaints.
- Manage finance and prepare annual budgets.
- Schedule work hours and shift
- Monitor and evaluate each employees performance
- Maintain inventory
- Train and ensure new staff members.
- Meet financial goals

Overnight Crew- Diana Aucapina, Jiawen Wu, Hanmin Wu

- Desire to work non-traditional hours
- Keep a record of all items
- Interact with materials, store manager, customers
- Retrieve customer order and transport products
- Restocking and organizing items on shelves
- Updating inventory reports
- Make sure checking and labeling items with correct prices

- Good physical fitness
- Prepare everything need for the next day

PETWORLD EXCEL SPREADSHEET

Pet World Salaries					
Titles	Names:	Salaries	Tax	Gross Salary	Net Salary
		(\$)	25%	(\$)	(\$)
Director/CFO	Lisette L.	50,000	12500	55,000	37,500
Director/CEO	Aleah A.	50,000	12500	55,000	37,500
Director/COO	Didier V	50,000	12500	55,000	37,500
Store Manager	Morelia P	35,000	8750	38,000	26,250
Store Manager	Kush P	35,000	8750	36,000	26,250
Marketing Manager	Terrance M	35,000	8750	36,000	26,250
Stock Manager	Katherine C	40,000	10000	43,000	30,000
Overnight crew	Jia W	8,000	2000	8,000	6,000
Overnight crew	Hanmin W	8,000	2000	8,000	6,000
Overnight crew	Diana A	8,000	2000	8,000	6,000
	Total:	319,000	79,750	342,000	239,250

Total Expenses	\$951,803		Income for the first year =
Gross profit	\$1,612,560		Gross Profit - Total Expenses - Annual Salary
Corporate Tax	30%	\$483,768	Cost =
			Total Expenses - Annual salary
Income for the first year	341,757.00		Taxes Calculation =
APR	5.00%		Total revenue & gain/ gross profit x percentage corporate tax (30%)
Cost	632,803	excluding salaries	
Taxes	483,768		

INCOME STATEMENT		
PETS WORLD		
Income Statement		
For the Month Ended (DATE, YEAR)		
Revenues		
Sales		\$2,079,560
Less: Cost of Good Sold		\$467,000
Gross Profit		\$1,612,560
Expenses		
Wages Expenses	\$319,000	
Rent and Utilities Expenses	\$50,000	
Property Operation Expenses	\$522,500	
Interest Expenses	\$50,000	
Loss on Inventory	\$10,303	
Total Cost Expenses	\$951,803	
Net Income		\$660,757

Loan First Year - Wages Expenses (Salary) - Rent Expenses
 \$1050000 - \$381000 - \$50000 = \$619000
 \$619000 ----- (Available amount for Supplies Expenses & other)
 * \$619000 - \$582750 = \$36250 (Extra Amount after deduct from
 Sales = Item Sold Qty x Selling Price
 Profit = Sales - Supplies Expenses
 Loss = Unsold Supplies Qty x Manufacturer Price

	\$476,000 Product expenses
	\$50 000 Office expenses
	\$30,000 miscellaneous expenses
	\$16,500 furniture(fixed asset)
	\$522,500 total property operation expenses

Interest Expenses =
Loan x APR 5%

Loan	\$1,000,000
APR	5.00%
Interest exp	\$50,000

(sales-cost of sale = gross profit)
 (gross profit - total expenses = Loss / net income)