

JANE DOE

Email Address, Phone, LinkedIn Page

FASHION MERCHANDISING PROFESSIONAL

A fashion/ retail professional with a background in buying, merchandising, and inventory management offers a proven ability to engage audiences and improve store/ web sales while working on multiple catalogs each season. Evaluates data and provides reports that lift efficiency and results while also crafting process improvements that save time and cost.

*Core Strengths: Product Design – Merchandising – Strategic Planning – Procurement – Resource Management
Team Leadership – Cross Functional Collaboration – Project Management – Research & Analysis – Pricing Plans*

SELECT CAREER HIGHLIGHTS

- Managed the development and execution of more than 20 sales catalogs per season at Company A; developing content

and pricing strategies that amplified catalog sales by 15% YOY.

- Decreased aged inventory units more than 26% from the previous year; also lowered back order rates 1% and cancel rates 1.8% from final actual.
- Partnered with multiple departments to ensure sound resource management, proper volumes of on-hand inventory, and fast processing of customer orders for 100+ stores across the country.
- Analyzed customer buying trends to determine pricing strategies, schedule sales and clearance events, and design holiday/ seasonal promotions that resulted in a \$10M increase in annual revenue.

PROFESSIONAL OVERVIEW

Company Name – *New York, NY* | 2015 – 2017

Fashion Merchandiser/ Buyer

- Oversaw merchandising and buying functions for multiple women's fashions divisions, including tops, dresses, pant suits, blazers, skirts, pants, blouses, and accessories.
- Planned OTB for season, accounting for performance and history; determined buy quantities from bulk to SKU.
- Facilitated achievement of inventory oversight, balancing sales, margin, markdown, and sell-through goals; also identified overstocks and made recommendations for both book and web clearance and in season web promotions.
- Reviewed top backorder and anticipated backorder items to achieve service KPI goals for backorders/ cancelations.

Company Name – *New York, NY* | 2013 – 2016

Merchandiser/ Buyer Intern

- Collaborated with merchandising staff to create buy plan shells for buy plan meetings; recorded historical performance

metrics, calculated budgets, and built media keys accordingly.

- Created budget for the season at SKU level, accounting for performance and history; planned and monitored tail-end sales and applied unit growth by department as given before buy plans.
- Reviewed color and size selling trends as well as style return rates to prepare reports for inventory needs.
- Tracked and organized pre-season merchandise in stock by updating inventory data for the web administrator.
- Participated in inventory meetings for buy plans, hot/ cold, and bump buy strategies; worked with production and logistics teams to follow up on back-ordered items and maintained strong vendor relationships.

EDUCATION & CREDENTIALS

Bachelor's in Fashion Design & Marketing

(2013) –

University Name

Fluent in English, Italian, Spanish, French, & Portuguese