

CONTACT

- ✉ info@resumekraft.com
- ☎ +1-202-555-0114
- 📍 Charlotte, North Carolina
- in <https://www.linkedin.com/gray>

EDUCATION

M.S. in Global Fashion Enterprise

Aug 2016 - May 2018

The University of Texas

- Member of Delta MU Delta
- Thesis: Business Expansion of Abercrombie & Fitch
- Graduated with 3.93 GPA

Bachelor in Management

Jun 2013 - Apr 2016

NY Institute of Technology

- Concentration in Marketing
- Thesis: Research on Marketing Strategy of L'Oréal
- Graduated with 3.9 GPA

SKILLS

Microsoft Office - Word, PowerPoint, Excel

Adobe Suite – Photoshop, Illustrator, InDesign

Analytical Skills

PLM Software - Yunique Gerber

Problem Solving

Marketing

Gray Hudson

BUYER/MERCHANDISER

SUMMARY

Highly accomplished professional with two years of experience in the fashion industry in areas of buying, merchandising, forecasting, market analysis, and customer service. A double degree in the same has enhanced my capacity to work on the deliverables to produce a considerable output.

EXPERIENCE

Assistant Buyer Trainee

Sep 2019 - Present

Martin Grand - Westside Home

- Assist the buyer in creating core product mixes that are customer oriented and curated to achieve company profit.
- Concepted, sourced and developed 7 product categories in the Home department along with the buyer.
- Attends key meetings such as Bestsellers, Design, Costing and Sample Approval.
- Analyzed sales figures on a daily basis, with special emphasis on inventory levels and vendor performance.
- Analyzed sales product performance to determine if markdowns were required.
- Created Visual Merchandising strategies and executed them across 80 stores.
- Collaborated with cross functional teams including Merchandising, Sourcing Technology, Marketing.
- Maintained industry knowledge: researched and explored marketplace and category trends

Assistant Buyer

Aug 2018 - Apr 2019

JVM Forman Mills

- Maintained open to buy report and delivery log and managed receipt flow to ensure optimum sales and inventory results.
- Reviewed, processed and tracked monthly replenishment orders, as well as emergency orders when applicable.
- Ensured timely delivery of merchandise through consistent communication with vendors and distribution center.
- Generated and distributed weekly sales and style selling reports for the Divisional Merchandising Manager.
- Analyzed sales figures, customer's reactions and market trends to anticipate product needs and plan product ranges/stock.
- Collaborated with suppliers, distributors and analysts to negotiate prices, quantities and time-scales

Merchandising Intern

Jan 2018 - May 2018

The New Standard Edition

- Contributed to different projects undertaken by the buyer & designer.
- Initiated a new bedding line of comforters and sheet sets in Bed, Bath & Beyond and an active wear line in Footlocker.
- Planned and developed merchandising strategies for these brands that would balance customers' expectations and objectives.
- Updated inventory on The New Standard Edition website on a timely basis, managed E-commerce business and researched opportunities to grow revenue.
- Researched potential target customers for new its brand. Identified POP up shop opportunity and essential sales events.

Buying Intern

Jun 2017 - Jul 2017

Bestseller UK Ltd

- Conducted trend analysis by researching the past trends and determined the future directions regarding fabrics, patterns, prints, fit and prices.
- Assisted the buyer in attending the buy meetings and updated different line sheets for the season.
- Created the seasonal range presentation for the Brick & motor and Online products.
- Collaborated with the marketing department to organize the press preview for new samples of Autumn-Winter 2017 collection.
- Conducted surveys for competitor benchmarking on new product range, price range, current offers, promotions, store layout, ambiance & visual merchandising.

Apparel Merchandiser

Apr 2016 - Aug 2016

More Garments

- Analyzed changing market trends and estimated production costs according to the income projections of the company.
- Evaluated the current fashion trends by noticing the consumer buying patterns, projected previous sales for predicting the future styles, and developed the merchandise accordingly.
- Maintained a business relationship with new and existing suppliers, and collaborated with new suppliers for business expansion in future.
- Planned the stock levels by reviewing the performance indicators like sales profitability and discount percentage and implied new sales activities for increasing the business.