

ASSOCIATE MERCHANT

Summary

Resourceful buyer with over 15 years of developing and implementing sales strategies in multiple product lines. Strengths include vendor negotiation, sourcing consumer products, and promotional planning.

Skills

- Contract negotiation
- Sales and trend forecasting
- Interpersonal ability
- Trade shows
- Self-directed
- Competitive analysis
- Pricing strategies
- Presentations

Experience

Associate Merchant 06/2015 to Current Company Name City , State

- Driving sales by 17% or \$936K in 2016 on a \$10M+ category.
- Evaluated and negotiated supplier contacts to support corporate initiatives.
- Managed pricing, orders, and terms through SAP totaling over \$60M at cost.
- Partnered with Inventory and Demand to achieve the department service goal of 96% to all retail stores.
- Lead product and supplier reviews on an annual basis.
- Cross collaboration with Marketing to advertise product categories in print, online, and in-store promotions.
- Created an onboarding and training curriculum for the Merchandising department.

Buyer 06/2013 to 06/2015 Company Name City , State

- Launched product assortments for RFP/RFQ/RFIs to meet client specific parameters.
- Coached the Re-Buyer on inventory management totaling over \$30 million at cost.
- Developed relationships with existing suppliers and source new vendors for major promotions and client requests.
- Negotiated product pricing, payment terms, and rebates with manufacturers.
- Analyzed sales data and market trends to present top brands and items to corporate clients.
- Forecast initial inventory buys, review orders and ensure timely product deliveries.
- Resolve any Account Payable, pricing, or payment issues.

Home & Garden Showplace Product Merchant 02/2011 to 06/2013 Company Name City , State

- Identified new vendors and managed over 300 vendor contracts for over 350 garden centers.
- Increased sales by 4% in 2012 to \$56 million with extensive vendor/category management and increased retail store communication.
- Developed and presented the True Value Gardens program which consisted of more than 380 traditional hardware stores.
- Managed the exhibitor and department floor plan for the True Value trade shows.
- Created a national marketing insert for live plants for all hardware stores.
- Launched a fully functional vendor directory for store use.
- Supported retail stores with invoice resolution, customer service, and vendor inquiries.

Seasonal Product Merchant 02/2005 to 03/2011 Company Name City , State

- Developed and managed seasonal categories worth over \$65M in sales.
- Introduced a good, better, best strategy to Patio Furniture and increased sales to over \$16 million dollars with an average of 30% margin.
- Revamped and updated the Outdoor Living catalog to showcase a diverse product assortment of patio furniture, grills, and outdoor décor.
- Launched a merchandising planning spreadsheet for category analysis, cost optimization, and inventory control.
- Managed and executed seasonal category reviews to negotiate programs for import and domestic sourcing.
- Created advertising and in-store marketing materials with the Senior Buyer and the Marketing department.
- Attended industry trade shows to review textile trends and new product launches.

Associate Buyer 02/2000 to 01/2005 Company Name City , State

- Negotiated new store opening discounts, product selection, and pricing.
- Increased sales by 12.1% from 2003 to 2005 by improving merchandise costs.
- Developed inventory and sales plans for Patio and Grills.
- Created a Grill and Patio assortment guide for retail sales managers.
- Designed a rebate center for the Appliance and Seasonal departments.
- Created weekly and monthly marketing communication to the stores.

Merchandise Analyst 03/1998 to 03/2000 Company Name City , State

- Allocated product assortments and replenished inventory to over 800 stores.
- Formulated monthly and weekly inventory forecasts.
- Communicated with vendors regularly to maintain shipping accuracy.
- Awarded Buying Team of the Year for Children's Apparel in 1998.

- Created an aggressive purchasing plan to completely stock mega stores in large metropolitan areas and specialty areas in Hawaii, Puerto Rico, and Sunbelt locations.
- Initiated the review of seasonal collections with buyers to increase awareness of store trends and increase sales opportunities.

Women's Apparel Sales Manager 05/1996 to 03/1998 Company Name City , State

Management Trainee 07/1995 to 05/1996 Company Name City , State

Education and Training

B.S : Marketing of Textiles and Apparel University of Illinois at Urbana-Champaign Marketing of Textiles and Apparel

Skills

- Product Development, Marketing, Trade Shows, Customer Service, Forecasting and Trends, Category Management, Negotiation, Vendor Management
- Microsoft Office Suite, SAP, PeopleSoft
- Problem-Solving, Organizational Skills, Time Management, Public Leadership, Communication, Strategic Thinking, Analytical