

Jane Smith

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Merchandise Management Professional | Buyer | Sales Analysis | Inventory Management

Committed to the development of the brand through effective procurement of goods

Business-focused and knowledgeable professional with a reputation for mastering buying processes throughout a major furniture store (Ashley Furniture, which is the #1 retailer and manufacturer of furniture in the U.S.). Established productive partnerships which contributed to over \$505,000 in new revenues throughout the market and streamlined processes which optimized performance. Proven ability to identify new market opportunities and anticipate trends to increase revenues; implemented a new concept throughout the region which generated over \$1,300,000 in revenues. Leads strategic sourcing initiatives and allocates resources.

- *Leadership and Team Collaborations*
- *Strategic Business Planning & Analysis*
- *Procurement/Purchasing Activity*
- *Web-based Technology Background*
- *e-Commerce and Web-based Systems*
- *Strong Relationship Building Skill*

PROFESSIONAL EXPERIENCE

Merchandise Manager

2014 - Present

HomeStores Furniture

Springfield, FL

Responsible for developing business strategies and seasonal assortment plans to maximize the HomeStore brand. Manage information between cross-functional teams working closely with Product Design, Inventory Management, Sourcing, Supplier Design, Production, Packaging and Visual to ensure process is followed and timelines are met. Accountable for delivering the sales plan and gross margin for the Case Goods division.

- Provide organizational leadership to consistently achieve a high performance culture by modeling core values and contributing results that kept the HomeStore brand as #1 in home furnishings market.
- Perform market analysis, competitive shop, analyze sales trends to keep abreast of current trends.
- Visit stores and contact field management to gather data on customer feedback and product issues.
- Recommend effective processes and procedures to improve work flow and team results. Ensure compliance with all Ashley policies and procedures to gain operational excellence and efficiency.

Assistant Buyer

2011 - 2014

Delivered high-level support to the Director of Case Goods in the buying and merchandising initiatives; developed and implemented strategic procurement and merchandising plans to maximize sales and minimize costs. Inputted all transition, floor replacement, and new market orders for 19 furniture stores. Always exceeded goals.

- Led the successful launch of the "Millennium" program, a casual dining and youth bedroom program for 19 HomeStores stores; worked with cross-functional teams to ensure seamless execution.
- Implemented new concepts throughout 8 locations which increased penetration from 3% to 14%, generating an additional \$5,700,000 in revenue; refined assortments and improve visual appearances.
- Established a successful partnership with the Table Pad Company and developed a program in the Florida and Georgia markets to promote products, resulting in a \$505,000 increase in sales.
- Streamlined the order tracking process and transition / floor reset process to increase efficiency and optimize productivity; automated several reports, which saved over 5 hours in weekly labor costs.

Key Holder

2010 - 2013

Sunglass House

Springfield, Florida

Provided influential leadership, coaching, and mentorship to employees and facilitated training programs to maximize the potential of teams; effectively delegated assignments. Delivered world class customer service.

- Developed and implemented strategic marketing campaigns which maximized product exposure and increased revenues; managed and maintained inventory control and ensured proper product levels

Education and Professional Development Training

- Criminal Justice Courses, Pasco Community College