

# Robert Smith

## Apparel Department Manager

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### SUMMARY

A Apparel Department Manager position to apply my creativity and entrepreneurial skills gained from diverse work experiences that have taught me to communicate effectively, provide excellent customer service, and initiate leadership.

### SKILLS

Visual Merchandising, Marketing, Management, Social Media Marketing, Design.

### WORK EXPERIENCE

#### Apparel Department Manager

ABC Corporation - June 2014 - October 2015

- Oversaw the entire Apparel Department for the Reston store.
- Created the current Instagram account being used to promote the brand.
- Merchandised new product daily, as well as managing the apparel team.
- Worked one on one with the Visual Manager to create new concepts and design floor plans.
- Analysed business on a weekly basis to understand trends and driving product.
- Answered telephones and give information to callers, take messages, or transfer calls to appropriate individuals.
- Greeted visitors or callers and handle their inquiries or direct them to the appropriate area according to their needs.

#### Apparel Department Manager

Delta Corporation - 2010 - 2014

- Supervise Associates by assigning duties, communicating goals, providing feedback and follow-up, monitoring performance, teaching and supporting .
- Highlights Managed associates while providing customer service and assistance through stocking, pricing and supporting circular sign offs.
- Also, properly maintained current planograms and floor plans per specific guidelines.
- Monitored and evaluated sales performance of the Menswear Department; implemented plans to achieve sales objectives.
- Maintained appropriate inventory levels by executing all replenishment procedures and appropriate inventory regimens.
- Demonstrated and utilized product knowledge of merchandise carried in the department to better serve customers and to enhance departmental sales .
- Executed weekly price changes and communicated with vendors.

### EDUCATION

B.S.