

# Willard Herman

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**EXPERIENCE**  
08/2018 – present

## GRANT, LOWE AND ANDERSON

Phoenix, AZ

### *Apparel Merchandiser*

- You will coach and develop your direct report as well as inspiring your wider merchandising team
- You are a strategic thinker with an emphasis on operational excellence
- You are a great problem solver who can combine analytical capabilities and creative thinking to generate practical insights and solutions
- Able to encourage those around you, striving for everyone to express their opinions and ideas within a safe space
- Find and develop the right materials according to calendar timelines, target prices, sourcing policy and quality standards
- Risk assessment and precaution to ensure materials meet the brand specification and testing requirement
- Manage and train Mills across defined region such as Vietnam, Thailand etc.
- Pushes newness within region

02/2016 – 03/2018

## ALTENWERTH GROUP

Phoenix, AZ

### *Apparel Merchandiser*

- Partner with mills on creative solutions to drive the shortest lead time while balancing cost and quality
- Collaborate with across brands to find out the cost leveraging opportunities
- Resolve any fabric related issues on the escalation review
- Proactively initiate support of strategic initiatives identifying where the overseas team can add the greatest value
- Proactively monitor and meet calendar deadlines for approvals and mill execution. Ensure capacity to meet deadlines and manage resources as needed
- Develop and source new material/woven & circular knits qualities focus on innovation, sustainability and circularity
- Ensure the availability of materials, which support the strategic marketing & design direction to enable commercial success

**EDUCATION**

## PRATT INSTITUTE

Bachelor's in Business

**SKILLS**

- Assist in initial showroom setup and market preparation
- Create market tools and assortment guides
- Recap and communicate style and color selling, identifying seasonal best and worst sellers
- Provide strong organization support for the merchandising department
- Assist with calendar/product/sample needs
- Very proficient at Excel (e.g. v-lookups, report running)
- Highly collaborative; ability to work with partners across product functions to identify and resolve issues
- Comfortable working in a variety of systems (XPC training and other systems training would be required)
- Internal
- Experience in any of the following areas: buying, merchandising, sales