

# Robert Smith

## Apparel Manager

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### SUMMARY

Lead the overall POD teams (design/development) in the creation of short and long-term strategies, tactical product executions and innovations as the leader in Performance Apparel. To execute and manage the product process from clear briefs to range launch. To provide briefs which give clear product direction and information to development and design partners.

### SKILLS

Customer Service, Creativity, Communication Skills.

### WORK EXPERIENCE

#### Apparel Manager

ABC Corporation - 1985 - 1987

- Manage daily retail operations.
- Responsible for interviewing, placement, training and managing employees in clothing and millinery sales.
- Promote new fashions, and designed and conducted marketing surveys.
- Demonstrate creative skills with the recognized in-store layout for buying appeal.
- Play a significant role in helping this store ranked top ten for sales in the Southern Region.
- To manage an effective sales strategy for the store.
- Develop effective relationships with management to ensure the timely delivery of merchandise.

#### Apparel Manager

Delta Corporation - 2014 - 2015

- Scheduled employees Sold apparel Stock duties Oversaw sales staff.
- Responsible for inventory control, scheduling of all departments, merchandising, and handling of all currency transactions.
- Another important responsibility was recruiting, hiring, and training of potential and employed personnel.
- Employee supervision, scheduling, payroll, inventory control, and marketing.
- Provided overall management of menswear, ladies, childrens and accessory departments producing \$4.3 million in sales Tracked inventory and sales .
- Monitored and redistributed inventory to equalize stock levels among 12 stores.
- Conducted on-the-job training for new assistant managers.

### EDUCATION

Bachelor of Science in Business Administration and Marketing - (Troy State University - Troy, AL)