

Curtis Ritchie

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EXPERIENCE

BIKE ACCESSORIES / APPAREL BUYER

San Francisco, CA

11/2015 – present

- Provide product layout and visual merchandising assistance to all locations
- Liaison with marketing manager on marketing efforts, product selection, merchandising, etc
- Manage and correct any warehouse problems in a timely manner
- Evaluate sales trends, and create methods for sales growth
- Effectively manage sales, margin, and turns
- Communicate fluently with co-workers and guests in accurate spoken and written English
- Comply with budgets and OTBs

BUYER, APPAREL

Philadelphia, PA

01/2010 – 09/2015

- Work closely with internal product management and development team to provide inputs to improve the tool sets and related infrastructure
- Manage the key business inputs of product assortment, selection, price, and promotion to achieve our sales and margin targets
- Work closely with global counterparts to share best practices and learn mistakes from the others
- Manage full financial P&L of their vendor matrix
- Develop and lead weekly, monthly, and annual buying, planning & marketing reviews
- Develop and lead strategy for vendor negotiations
- Build internal and external metric reports that drive new selection

BUYER APPAREL

Philadelphia, PA

05/2007 – 08/2009

- Develop a product selection that will maximize sales, profit and gross margin
- Manage multiple tasks and meet deadlines while remaining flexible to change priorities
- Effectively interface with Senior Executives and make recommendations
- Work with merchandisers, review reports and studies. Review product and offer direction in order to ensure proper distribution and allocation of product
- Work closely with Planner in order to ensure that buys are analyzed for maximum results
- Analyze market trends to establish a pattern of projected sales
- Prepare all paper work for all budget and sales meetings

EDUCATION

HOWARD UNIVERSITY

Bachelor's Degree in Business

SKILLS

- Integrate strong and clear analysis and business rationale into sound decision making
- Demonstrate ability to manage multiple projects & business partnerships
- Passionately advocate for the customer and category within Amazon
- Represent Amazon when meeting with senior executive teams from top vendors and build long term strategic relationships
- Develop and lead weekly, monthly, and annual buying, planning & marketing reviews
- Manage the key business inputs of product assortment, selection, price, and promotion to achieve our sales and margin targets
- Develop and lead strategy for vendor negotiations
- Manage full financial P&L of their vendor matrix
- Maintain an accurate and robust pipeline and commit to a forecast of specific business opportunities within a time period
- Work closely with global counterparts to share best practices and learn mistakes from the others