

Robert Smith

Apparel Manager II

CONTACT DETAILS

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PERSONAL STATEMENT

To responsible for develop, manage and execute merchandise and marketing strategies that will lead to meeting and exceed sales and margin goals Monitor and update forecasts due to sales trends, merchandise availability and other changes in the business.

WORK EXPERIENCE

Apparel Manager II

MC Sports - March 2012 - 2020

Responsibilities:

- To include but not limited to running register/ cash wrap, working the floor helping customers, stocking product on shelves, cleaning up the store as needed, folding clothes and returning product to respectful areas.
- To fulfill some office work the managers requested me to do which included logging employee purchases, faxing in problem logs for rewards system, logging markups and clearances, as well as attendance records for each week.
- To unload the weekly truck shipment, getting the clothing hung up, censor tagged and merchandised on the sales floor.
- In my time with this company I have done training for management and 3points (online training of product sold in stores).
- To handle transfers between stores, RTVs (return to vendor), ship to the customer, and markdowns/ups/clearances as sent by corporate.
- To started out in the Wooster, OH location but was offered a promotion to my current position at the Medina, OH location.
- Develop seasonal buy strategy including assortment plans, financial/class plan development, forecasts.

Apparel Manager

Delta Corporation - 2007 - 2012

Responsibilities:

- Greeting customers, helping customers find what they are looking for, managing a team of 12 associates, inventory.
- Skills & Acknowledgements Great people skills.
- Great computer skills.
- Promotion from Apparel Lead to Apparel Manager.
- Establish a relationship with a new vendor and worked with the vendor to start an online store for the team, where supporters could not only buy.
- Stock, inventory, designed a new look to attract customers every week, unload truck etc.
- Analyze figures and forecasted future sales to maximize profits as well as interpreted trends to facilitate planning Dealt with staffing issues.

SKILLS

Creativity,
Communication skills.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company Name)
Reference - 2 (Company Name)