

Kimberly Woodward
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EDUCATION

Seattle University- Seattle, WA

Graduate Certificate, Web Development (expected graduation date December 2015)

Colorado State University – Fort Collins, CO

Bachelor of Arts, Journalism and Technical Communication

TECHNICAL SKILLS

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- HTML 5
- CSS3
- Javascript, JQuery, Angular.js
- Yeoman, Grunt, Gulp, Bower
- UX/UI/Accessibility

EMPLOYMENT HISTORY

March 2014- November 2014 **Business Development** *Gratitude Interactive, LLC.*

- Established solid business relationships and new business and partnership leads resulting in sales.
- Developed a strategy and implementation plan for the Ambassador Program
- Demonstrated leadership skills to help build internal sales team
- Company advocate to our partners by addressing their questions about our product, prices, availability, product uses, etc.
- Built a strategy around the customer service consultation program
- Market product/service features based on analyses of clients' needs, and on technical knowledge of product capabilities and limitations
- Collaborated with colleagues to exchange information such as sales and marketing strategies
- Tracked all sales-related activities

October 2007- June 2010 **Product Development/ Buyer** *Sur La Table, Inc.*

- Responsible for production, sourcing and delivery of \$12 million per year of kitchen textiles.
- Manage print vendors, designers, copywriters, photographers and international distributors to ensure that brand identity is protected and maintained
- Lead weekly merchandise reviews to monitor and drive profitability
- Increased department gross margin by initiating the move of key programs from domestic vendors to direct import from factories around the world.
- Facilitate beneficial working relationships with external suppliers and internal working departments within the organization
- Possess ownership of aging inventory detail and coordinate shelf life extensions, disposals, and vendor returns with the Quality Department
- Highly involved in new product development collaborating with Research and Development to acquire new vendors and products

September 2005- October 2007

Allocation Analyst

Sur La Table, Inc.

- Monitored and adjusted warehouse inventory for all channels (retail sales, catalog, e-commerce)
- Implemented Dynamic Replenishment in April 2006, allowing Sur La Table to allocate and forecast sales and purchases more accurately
- Participated in the planning process by monitoring open-to-buy meetings and addressed store and e-commerce out of stock or overstock concerns
- Collaborated with cross-functional teams including the distribution center, purchasing, planning, merchandising, visual, and store managers
- Managed new store assortments for 20 stores opened between 2005 and 2008
- Extensive knowledge and understanding of supply chain workflow, culture, and operations

June 2004-July 2005

Product Development

Abercrombie & Fitch

- Focused on product development for skirts across four brands, working with both domestic and international vendors from India, Thailand, Sri Lanka, Peru, and Brazil.
- Exceeded initial mark-up goal of 75% at an average of 80% across all departments.
- Managed \$15 million of the women's/girl's skirt category. Increased comparable store sales by 54% in the Abercrombie girls' brand.

LEADERSHIP EXPERIENCE

- Yoga Teacher (2010- present) USA and Canada
- Seattle Area Feline Rescue Volunteer (2014-present), Seattle, WA
- FareStart, Volunteer (2014- present), Seattle, WA
- Pet Project Rescue, Event Coordinator/ Foster Program (2011 - 2013), Minneapolis, MN
- PAWS Animal Shelter adoption advisor (2005-2011), Lynnwood, WA.
- Seattle Persian and Himalayan Rescue (2010-2011), Seattle, WA
- Girls on the Run. Coached disadvantaged girls through their first 5k (2005-2015), Seattle, WA