

Andrii Yakovenko

Retail Manager • Assortment & Network Growth

In retail since 18. Breaks gave me new momentum — now 25 and focused on growth, assortment quality and process discipline. Recent years: vape vertical — responsible for assortment and development across 150+ outlets, supply, returns, presentations, merchandising. I enjoy working with AI and I'm open to relocation.

Skills / ■■■■■■■■

Assortment Matrix, Supply & Planning, Returns/Defects, Merchandising, Vendor Negotiations, Google Sheets/Docs, PowerPoint/Keynote, ChatGPT/AI Tools

Highlights / ■■■■■■■■ ■■■■■■■■

- Assortment control across 150+ stores: SKU curation, supply planning, avoiding shelf gaps.
- Processes: vendor returns, glycerin/nicotine kitting, clean packaging standards.
- Merch & Promo: shelves, creatives, staff instructions, partner presentations.
- Analytics: basic ABC/XYZ, reporting, cartridge/POD shortage control (e.g., XROS).
- Technical: comfortable with Google Sheets/Docs, ChatGPT and design/analysis AI tools.

Projects / ■■■■■■■■

- Vape Category Growth: Balanced presentation of cartridges and PODs, shortage mitigation, returns and planograms.
- CBD / Wellness Zone: Concept for safe, educational CBD introduction and microdosing.
- Visual Materials: Posters/instructions for staff, promo creatives in brand style.

Contacts / ■■■■■■■■

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