

Professional Summary

Corporate retail professional with over eight years of experience in planning and buying. Dedicated to exceeding plan, driving higher margins, and increasing customer receipts based on a proper analysis of both micro and macro trends. Strong forecasting, analytical, and organizational abilities paired with several financial accounting certifications.

Experience

Ralph Lauren

New York, NY | Feb 2017 - Present

Account Planner

- Managing over half a billion dollars of annual receipts for both mainline and big and tall divisions of the Men's department
- Main account finished first to Plan and LY in multiple years
- Development and implementation of assortment plans to meet budget, by door and by delivery, for multiple major accounts
- Proposing and maintaining the seasonal Open-to-Buy based on projected end of season profitability and full price sell-through
- Preparation of weekly selling reports for WTD, STD, and LTD performance by class, season, and style
- Daily and weekly partnering with account executives and merchandising on product line updates and latest account needs

Longchamp

New York, NY | Mar 2013 – Jan 2017

Junior Sales Analyst

- Analyze sales data and trends for all US and Canada boutiques and outlet locations (including E-commerce)
- Execute monthly End of Month and Open-to-Buy reporting to CEO and CFO
- Maintain OTB, tracking actual sales versus budget forecast/plan consisting of \$30m+ annually
- Evaluate TY vs. LY weekly, monthly, and seasonal performance in order to identify points of strength and weakness
- Filled in as sole Planner on multiple leaves; reported potential buys detailed by product category
- Instituted the automatic replenishment of key seasonal collections via Cegid POS system from warehouse
- Participated in six market weeks in Paris, France involving multiple categories: ladies bags, luggage, briefcases, SLGs, shoes, and RTW
- Other general tasks include: entering receipts; weekly inventory allocation; updating, adjusting, and creating pricelists

Retail Experience

Longchamp

New York, NY | Jun 2012 – Mar 2013

Assistant Store Manager

- Supervised six employees. Opened and closed store/POS terminals. Entered and transferred inventory. Trained staff

Longchamp

New York, NY | Oct 2009 – Jun 2012

Sales Associate

Coach

New York, NY | Jul 2009 - Oct 2009

Sales Associate

Louis Vuitton

New York, NY | Jun 2007 - Sep 2008

Sales Associate

Education

LIM College

New York, NY | Mar 2010 - Jun 2012

Master of Business Administration in Fashion Management

Stony Brook University

Stony Brook, NY | Aug 2005 - May 2009

Bachelor of Arts with Philosophy Major and Biology Minor

- Alpha Phi Delta Inc. member, Elected as Chapter Vice President, twice Treasurer, and Philanthropy Chair

Additional Skills / Abilities

- Expert in Microsoft Excel, PowerPoint, and Word. Proficient in Anaplan, Microstrategy, iWedge, GFE, IBM Cognos, and Cegid.
- Expert in HTML and CSS. Proficient in VBA (Excel) and JavaScript.
- Expert in Adobe Photoshop and Adobe Illustrator. Proficient in Adobe After Effects.
- Completed over 90 hours of Financial Accounting coursework across three accredited online classes.
- Fluent in English. Proficient in Russian and Italian. Familiar in German.
- American Sailing Association member, certified to skipper an up to 35ft keelboat.