ROBERT SMITH

Merchandising Specialist/Assistant

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SUMMARY

Talented Sales Associate effective at multi-tasking and maintaining a friendly attitude under pressure. Efficiently builds loyalty and long-term relationships with customers while consistently achieving individual sales goals.

CORE COMPETENCIES

Microsoft Office.

PROFESSIONAL EXPERIENCE

Merchandising Specialist/Assistant
ABC Corporation - October 2007 – May 2008

Key Deliverables:

- Organized store merchandise racks by size, style and color.
- Led merchandise selection, pricing, planning and marketing.
- Ran markdown reports, managed store replenishment and analyzed buying reports.
- Created visual marketing and styled window displays.
- Assembled promotional displays, including quarter and full-size point of purchase displays.
- Set and recommended mark-up rates, mark-down rates and selling prices for merchandise.
- Removed damaged, out-of-code, not-in-set and discontinued items from displays.

Merchandising Specialist
ABC Corporation - 2003 – 2007

Key Deliverables:

- At DSW I entered as a merchandising specialist which is a key carrying position.
- Opened and closed the store, helped guide a staff of 12+, and maintained the store.
- Customer service was an important part of DSWs day to day.
- We had to learn at least 3 things from every person we helped.
- Learned a lot about shoes here as they have a huge selection of styles.
- Even was given as a training manual a shoe encyclopedia.
- As with Longs I handled money and the cash register..

EDUCATION

High School Diploma - (Deshler High School - Tuscumbia, AL)

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