

ROBERT SMITH

Retail Analyst

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Self-motivated individual that fosters the ability to set effective priorities and implement decisions to achieve immediate and long-term goals, while meeting operational deadlines. Functions well independently and as a team member who can always adept at creative problem-solving. Developed interpersonal skills; having dealt with a diversity of professionals, clients, and staff members. Effective communication skills, interpersonal, organizational, and analytical abilities.

EXPERIENCE

Retail Analyst

ABC Corporation - APRIL 2006 - MARCH 2007

- Implemented strategic Sales Plans for the stores in the construction of spreadsheets, to forecast the productivity of our business goals based on internal recommendation.
- Provided assistance to the Regional and Direct Management team with the Quarterly Recap, internet commission, budgets, bonus incentives, weekly/ monthly/ and quarterly ranking.
- Evaluated Marketing programs to assess feasibility and determine all data and process requirements to satisfy program fulfillment commitments.
- Developed, validated, and communicated program requirement specifications to stakeholders and support organizations charged with providing tools, data, payment calculation results, and support.
- Provided materials and information to Management and Finance necessary for audit, approving, and processing payments for customers that meet program fulfillment qualifications.
- Provided supporting payment details as needed to explain, communicate, or substantiate payment amounts.
- Maintained a history of all supporting data and documentation needed to substantiate payments made.

Retail Analyst

Delta Corporation - 2001 - 2006

- Retail Analyst servicing the K-Mart retail chain, encompassing 2,300 stores throughout the United States o Daily use of the K-Mart Partners
- Created analytical sales and inventory presentations for buyers.
- Created and applied Plan O Grams for merchandising K-Mart stores.
- Simplified inventory and order placing processes Prioritize tasks in order of completion, achieving most efficient and effective results Managed.
- Controlled store unit inventories through distribution and allocation of merchandise.

- Analyzed sales trends and advertising strategies to develop maximum inventory sales.
- Prepared daily reports detailing the days sales with multiple companies Assisted in the creation of the budget for 2015 Used Excel and Tableau.

EDUCATION

- Associate's

SKILLS

PowerPoint, Excel, Access, Email.