

Entrepreneurial Retail/Wholesale Professional with special expertise in all areas of account management and market awareness. Recognized as a dedicated, aggressive and seasoned achiever who can plan and deliver business objectives in rapidly changing environments. Consistently successful professional history of managing, servicing, training and motivating others towards profit-related goals.

WATERFORD WEDGWOOD USA, New York, NY

2005 – Present

District Sales Manager

Manage, develop and increase growth of major and independent accounts in the New York metro area. Formulate model stock program to maintain the basic flow of merchandise. Establish advertising focus. Arrange and conduct sales training for selling specialists and bridal consultants. Analyze retail selling and wholesale shipments for major accounts. Design visual presentation.

- Produced 2000 retail sales volume of 11 million dollars, and averaged annual sales increases of 18% by superior account management and timely new product introductions.
- Averted potential loss of business in a major account by repositioning and redefining customer relationship, winning rapport and trust to further alleviate the previously existing problem.
- Spearheaded largest design, production and installation of chandeliers for a major department store by working closely with chief lighting designer overseas and senior management of the account.
- Negotiated payments in several large accounts to allow continued flow of product into stores by satisfying account management with specific financial information.
- Facilitated recent openings of Calvin Klein tabletop shops through continued attention to allocation and tracking of merchandise, focused visual presentation, sales training and reciprocal support from the buying office.

Macy's, Paramus, NJ

1998 – 2005

China Buyer (2003 – 2005)

Controlled all aspects of buying for a 4 million dollar retail business. Focused on streamlining assortments in stores. Optimized inventory. Forged strong vendor relationships.

- Maximized sales by restructuring inventories to allow optimal product mix and stock levels.
- Reorganized special order system to better satisfy customer requests by encouraging increased vendor participation and re-sorting paperwork for more efficient processing.

Crystal Buyer (2001 – 2003)

Supervised all facets of the crystal buying office representing 3 million dollars in retail business. Evaluated market trends. Fostered key communication with branch stores.

- Increased business 15% annually by strategically enhancing crystal product assortment.
- Accomplished initial development of model stock program by gaining management support and funding to achieve significant sales increases.

Assistant Furniture Buyer (2000 – 2001)

Controlled furniture stock and samples for selling floors. Instituted weekly stock and sales counts for manual maintenance and reorder.

- Controlled merchandise flow in and out of warehouse for upholstered and occasional furniture to satisfy needs of stores and customers by developing detailed tracking system.
- Devised catalogue system for parts to expedite customers' orders by coordinating receipts of parts into repair department.

Men's, Young Men's, Boys, Outerwear Department Manager (1999 – 2000)

Management Trainee (1998 – 1999)

EDUCATION

Bachelor of Science, **Rutgers University**, New Brunswick, NJ, 1997