

RH

Ronald Hill

Buyer

Buyer with 6 years in outdoor and active categories, currently running a \$9.2M open-to-buy across footwear and technical apparel. Known for tight vendor relationships and using pre-season attribute data to trim the tail before it turns into markdowns.

CONTACT INFORMATION



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KEY SKILLS

- Open-to-buy management
- Vendor negotiation and rebate structuring
- Assortment and attribute planning
- Markdown and clearance strategy
- Private-label development
- Trade show and factory sourcing
- Microsoft D365 Commerce
- Excel modeling
- Cross-functional partnership with planning

PROFESSIONAL EXPERIENCE

BUYER, TECHNICAL FOOTWEAR | NORTHLINE OUTFITTERS CO., PORTLAND, OR

2020 – PRESENT

- Own a \$9.2M seasonal open-to-buy across 5 vendor partners and roughly 280 active SKUs
- Negotiated a rebate structure with two anchor vendors that added about 180 basis points to category margin last fiscal year
- Built an attribute-level assortment review that cut the item count by 22% while holding sales flat
- Present seasonal strategy to the VP of Merchandising and defend the buy against planning's forecast
- Travel to 3 domestic trade shows per year and one overseas factory trip

ASSOCIATE BUYER, ACTIVE APPAREL | SABLE RIDGE SPORTS, PORTLAND, OR

2018 – 2020

- Managed an \$2.7M sub-category with direct item-level responsibility for women's tops and bottoms
- Ran weekly business reviews with the buyer and planning partner, adjusting reorders inside the receipt window
- Onboarded 4 new vendors, writing the initial cost sheets and minimum order quantity negotiations
- Rewrote the private-label tech shirt program, adding two colorways that became repeat top sellers

EDUCATION

- B.A. Business Administration, Concentration in Marketing, University of Oregon, 2018 |