



Charlotte, NC 12345



(704) 555-0129



david.okonkwo@example.com

KEY SKILLS

- Category strategy and vision
- Vendor consolidation and rationalization
- Private-label program development
- Team leadership and buyer coaching
- Open-to-buy oversight at division level
- Nearshore and overseas sourcing
- Gross margin and turn analysis
- Executive presentation and buy defense
- SAP Retail and Blue Yonder
- Cross-functional partnership with planning, finance, and visual

Benjamin Collins

Buyer

Merchandise Manager with 14 years across department store and specialty channels, currently overseeing a \$62M men's business and a team of 4 buyers and 3 assistants. Focus on category strategy, vendor consolidation, and building buyer talent from associate into full ownership.

PROFESSIONAL EXPERIENCE

MERCHANDISE MANAGER, MEN'S

WESTBROOK & PIERCE DEPARTMENT STORES, CHARLOTTE, NC | 2020 – PRESENT

- Lead the men's division at \$62M in annual sales across tailored clothing, sportswear, and accessories
- Consolidated the vendor base from 78 to 51 partners, protecting margin dollars while cutting order-management overhead
- Rebuilt the private-label tailored program and grew penetration from 12% to 21% of the division
- Run quarterly business reviews with the CMO and defend the seasonal buy against the planning and finance leads
- Coach 4 buyers through open-to-buy ownership and vendor negotiations, two promoted from associate under my tenure

SENIOR BUYER, MEN'S SPORTSWEAR

HALYARD COURT RETAIL GROUP, ATLANTA, GA | 2016 – 2020

- Managed a \$24M open-to-buy across knits, wovens, and outerwear
- Led the sourcing shift on two knit programs to nearshore factories, cutting lead time from 120 to 75 days
- Grew gross margin in the category by roughly 240 basis points over three fiscal years
- Owned market week strategy across two trade shows and eight vendor showroom visits per season
- Partnered with the visual team on floor set direction, tightening the sell-through curve in the first six weeks

BUYER, MEN'S DENIM AND BOTTOMS

CORVID LANE RETAIL, ATLANTA, GA | 2013 – 2016

- Ran a \$9.8M category with direct responsibility for assortment, pricing, and vendor negotiation
- Introduced a stretch denim program that grew to the top three SKUs by unit sales within two seasons
- Rebuilt the size-scale logic with planning after finding a systemic over-buy on 34x30
- Presented at the annual vendor summit and negotiated volume rebates with the two largest denim partners

ASSISTANT BUYER

CORVID LANE RETAIL, ATLANTA, GA | 2011 – 2013

- Supported the men's bottoms buyer on purchase order writing, sample tracking, and weekly recaps
- Built the vendor scorecard used by the buying office for on-time delivery tracking
- Rotated through allocation for one quarter to learn the planning side of the business

EDUCATION

M.B.A., Kenan-Flagler Business School, University of North Carolina, 2016

B.S. Marketing, Howard University, 2011