

Stephanie Young

Buyer

Buyer with 7 years across specialty apparel and home goods, managing open-to-buy plans in the \$8M-\$14M range. Strong vendor negotiation record and a habit of pulling sell-through data early enough to fix a bad trend before markdowns start.

CONTACT INFORMATION



(615) 555-0142



priya.ramaswamy@example.com



Nashville, TN 12345

EDUCATION

B.S. Retail Merchandising,
University of Tennessee, 2018

KEY SKILLS

- Open-to-buy planning
- Vendor negotiation
- Assortment planning
- Sell-through analysis
- Markdown cadence management
- Private-label development
- SAP Retail
- Excel (pivot tables, XLOOKUP)
- NuOrder
- Cross-functional collaboration with planning and allocation

PROFESSIONAL EXPERIENCE

BUYER, WOMEN'S CONTEMPORARY | HARLOW & FINCH RETAIL, NASHVILLE, TN

2021 – PRESENT

- Manage a \$11.4M annual open-to-buy across 4 vendor categories, hitting turn targets in 6 of 8 recent seasons
- Renegotiated payment terms with three key vendors from Net 30 to Net 60, freeing working capital ahead of fall receipts
- Cut end-of-season markdown exposure by roughly a third after building a weekly sell-through review with planning
- Sourced two private-label denim programs that now sit in the top 10 SKUs by margin dollars
- Mentor one assistant buyer through the assortment planning cycle and vendor meeting prep

ASSOCIATE BUYER | CEDARLINE HOME CO., NASHVILLE, TN

2018 – 2021

- Owned tabletop and small kitchen electrics, growing the category from \$2.1M to \$3.6M over two fiscal years
- Wrote seasonal assortment plans for 140+ SKUs and presented them to the merchandise director
- Ran vendor RFQs on a rolling basis, landing an average unit cost reduction in the mid-single digits
- Coordinated with allocation on store clustering, which trimmed transfer volume noticeably in the second half