

Abby McVicker

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EXPERIENCE **Von Maur** **June 2014-Present**

Davenport, IA (Corporate Headquarters)

Buyer of Moderate Handbags, September 2017-Present

- Merchandise monthly delivery flow of 15 vendors
- Analyze weekly, monthly and quarterly selling recaps for upper management and vendors
- Plan weekly and monthly markdowns based on department IMU, ST% and margin goals
- Calculate and adjust buy plans weekly
- Negotiate discounts, margins and RTVs by establishing strong relationships with vendors
- Manage inventory to stay within stock guidelines, adjusting store stocks by reallocation
- Incorporate feedback from store visits to increase focus store sales by 10% year-to-date
- Increased 2019 year-end statistics: sales up 2% to plan, gross margin dollars up 2.8% to plan
- Merchant of the Month: March 2018, July 2018 and May 2019

Buyer of Layette & Infant Accessories, January 2016-September 2017

- Maximized top 2 classifications by increasing annual sales 15%
- Increased top 3 specialty vendors year-to-date sales by 10%
- Enhanced merchandise assortment for the target customer, adding 3 new profitable vendors

Omaha, NE (Westroads Mall)

Floor Manager, March 2015-January 2016

- Supervised a staff of approximately 40 associates and 8 managers with 200 associates storewide
- Provided ongoing training for department managers and associates
- Resolved personnel concerns through clear communication

Assistant Department Manager, Women's Shoes, November 2014-March 2015

- Implemented new department procedures to enhance efficiency, productivity and morale
- Applied knowledge of customer service policies to resolve customer concerns

Sales Associate, June 2014-November 2014

BCBGMAXAZRIA

January 2013-May 2014

Los Angeles, California

Performance Analyst – Wholesale, March 2013-May 2014

- Collaborated with buying and sales teams to strategize opportunities for major accounts
- Prepared weekly selling reports and ADHOC reporting for sales meetings
- Tracked account allocations and performance for sales team and upper management

Wholesale Specialty Showroom Intern, January 2013-March 2013

- Organized line sheets, buy books and look books
- Cold called prospective stores to secure new customer market appointments
- Provided available-to-sell reports for specialty accounts

SYSTEMS AS400, Oracle Merchandising Systems (RMS, MFP, RDF), Retail Math

EDUCATION **University of Wisconsin-Platteville**

Master of Science, Anticipated May 2022

Integrated Supply Chain Management

Iowa State University, Ames, Iowa

Bachelor of Science, May 2013

Major: Apparel, Merchandising, Design and Production

Fashion Institute of Design & Merchandising, Los Angeles, California

Associate of Arts, March 2011

Major: Merchandise Marketing

Phi Theta Kappa Honor Society