

Abby McVicker

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EXPERIENCE	<p>Von Maur June 2014-Present <i>Davenport, IA (Corporate Headquarters)</i> Buyer of Moderate Handbags, September 2017-Present</p> <ul style="list-style-type: none">• 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 <p>Buyer of Layette & Infant Accessories, January 2016-September 2017</p> <ul style="list-style-type: none">• 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 <p><i>Omaha, NE (Westroads Mall)</i> Floor Manager, March 2015-January 2016</p> <ul style="list-style-type: none">• 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 <p>Assistant Department Manager, Women's Shoes, November 2014-March 2015</p> <ul style="list-style-type: none">• Implemented new department procedures to enhance efficiency, productivity and morale• Applied knowledge of customer service policies to resolve customer concerns <p>Sales Associate, June 2014-November 2014</p> <p>BCBGMAXAZRIA January 2013-May 2014 <i>Los Angeles, California</i> Performance Analyst – Wholesale, March 2013-May 2014</p> <ul style="list-style-type: none">• 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 <p>Wholesale Specialty Showroom Intern, January 2013-March 2013</p> <ul style="list-style-type: none">• 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	<p>University of Wisconsin-Platteville Master of Science, Anticipated May 2022 Integrated Supply Chain Management</p> <p>Iowa State University, Ames, Iowa Bachelor of Science, May 2013 Major: Apparel, Merchandising, Design and Production</p> <p>Fashion Institute of Design & Merchandising, Los Angeles, California Associate of Arts, March 2011 Major: Merchandise Marketing Phi Theta Kappa Honor Society</p>