

Justin J. Herman

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OBJECTIVE: To expand my experience and knowledge in the retail industry while using what I have already acquired to help grow and develop the business.

EXPERIENCE

Freelance

Dallas, TX

Associate Buyer/Planner

Aug. 2019 to Present

- Build strong relationships with cross functional teams.
- Develop a competitive merchandising assortment plan that is customer focused while keeping on track with the companies targeted KPI's.
- Manage the Open to Buy both pre season and during the season with the help of the planning team to hit our targets that will maximize the business opportunity.
- Determine product lifecycle along with marketing and pricing strategies.
- Attend market shows to keep up to date on trends.
- Be the liaison between cross functional teams to make a cohesive lifestyle of the product from creation to markdown.
- Run Ad Hoc reports to analyze the business pre-season, season and postseason.
- Analyze trends to make informed decisions in team meetings that will enhance the companies performance.
- Complete day to day activities to cover any open areas of the business.

Aeropostale

New York, NY

Associate Planner

July 2018 to Aug. 2019

- Develop, execute and communicate strategic merchandise financial plans and strategies that support the merchandising and financial objectives of the Company.
- Create preseason sales, margin and inventory plans by department class that support product and financial strategies.
- Analyze historical data and current trends to identify risks and opportunities by department and class.
- Collaborate with Merchandising to develop and communicate strategies that align future financial and product opportunities in the area.
- Forecast in-season sales and inventories on a weekly basis.
- Recap end-of-season best-sellers by category.
- Develop and communicate item-level promotional and markdown strategies on a weekly basis.
- Recap and analyze actual sales results against plan and LY.
- Work with Merchants and Sourcing to effectively manage flow of inventory into the warehouse.

New York & Company

New York, NY

Associate Planner

Oct. 2017 to July 2018

- Develop, execute and communicate strategic merchandise financial plans and strategies that support the merchandising and financial objectives of the Company.
- Create preseason sales, margin and inventory plans by department class that support product and financial strategies.
- Analyze historical data and current trends to identify risks and opportunities by department and class.
- Collaborate with Merchandising to develop and communicate strategies that align future financial and product opportunities in the area.
- Forecast in-season sales and inventories on a weekly basis.
- Present forecasts and action plans in monthly Merchandise Planning Committee meetings.
- Recap end-of-season best-sellers by category.
- Develop and communicate item-level promotional and markdown strategies on a weekly basis.
- Recap and analyze actual sales results against plan and LY.
- Work with Merchants and Sourcing to effectively manage flow of inventory into the warehouse.

Untuckit

New York, NY

Distribution and Planning

Aug. 2016 to Oct. 2017

- Manage and develop seasonal merchandising and buying plans
- Determine assortment needs for each market and make recommendations based on specific business trends
- Update in season planning to weekly to see selling levels and stock needs
- Stock balance basics to maintain size integrity
- Update prices and products online and in store as needed
- Use reporting to develop an in depth understanding of product performance and customer base
- Analyze category selling and suggest actions plans to create a lifestyle brand
- Balance stock between stores to maximize business as well as stock replenishment from available inventory on weekly basis
- Create and upload SKU files for online and in store
- Maintain, analyze min points and re-order levels to maintain stock balance by location

Robert Graham

New York, NY

Assistant Buyer/Planner/Allocator

Feb. 2015 to Aug. 2016

- Determine assortment needs for each market and make recommendations based on specific business trends
- Partner with merchandising team on product suggestions; recommend pricing strategies and provide feedback on the collection/needs and opportunities
- Use reporting to develop an in depth understanding of product performance and customer base
- Analyze category selling and suggest actions plans to create a lifestyle brand
- Prepare detailed daily, weekly, monthly, and seasonal sales analyses based on sales and margin

- Keep stores informed on a regular basis on best sellers, industry trends, new items, and other information
- Analyze and monitor vendor sales and re-orders as needed
- Allocate product as needed for capsule displays or new collections

Vilebrequin

New York, NY

Merchandising Manager

June 2008 to Feb. 2015

SKILLS

- MS Word, Excel, PowerPoint, Microsoft Outlook, Kliger Weiss Info Systems, COGNOS, ORLIPOP (order entering), Shiva (reporting system), Cegid (POS software), A2000, EP, IP, Promo Management
- Maintain excellent customer service skills
- Skilled in areas of order processing, inventory control, and cashier management
- Efficient, detail-oriented, highly organized

EDUCATION Brevard Community College Melbourne, FL Associates in Arts International Academy of Design and Technology Orlando, FL Fashion Merchandising and Design

REFERENCES Available upon request