



# MICHAEL ANDERSON

## LEAD BUYER

### PROFILE

Accomplished Fashion Buyer Stylist with extensive experience in retail and wholesale environments, specializing in women's fashion. Expertise in identifying market trends and consumer behaviors to drive effective purchasing strategies. Proven ability to manage and analyze large datasets to inform buying decisions, ensuring alignment with brand identity and profitability goals. Demonstrated success in negotiating contracts and fostering strong supplier relationships that enhance product offerings.

### EXPERIENCE

#### LEAD BUYER

##### Chic Boutique

2016 - Present

- Directed buying operations for women's apparel, achieving a 30% increase in sales.
- Analyzed customer feedback and sales trends to curate targeted product selections.
- Negotiated pricing and terms with suppliers to maximize profitability.
- Oversaw inventory management processes to ensure optimal stock levels.
- Trained and developed junior buyers in market analysis and negotiation techniques.
- Collaborated with marketing teams to create compelling promotional campaigns.

#### JUNIOR BUYER

##### Fashion Forward

2014 - 2016

- Supported senior buyers in executing seasonal buying strategies.
- Conducted market research to identify emerging fashion trends.
- Assisted in vendor negotiations and contract management.
- Maintained accurate records of purchase orders and inventory levels.
- Participated in fashion shows to evaluate potential new products.
- Collaborated with visual merchandising teams to enhance product presentation.

### CONTACT

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- San Francisco, CA

### SKILLS

- market research
- contract negotiation
- inventory control
- sales analysis
- vendor management
- team collaboration

### LANGUAGES

- English
- Spanish
- French

### EDUCATION

BACHELOR OF SCIENCE IN BUSINESS  
ADMINISTRATION, UNIVERSITY OF  
FASHION

### ACHIEVEMENTS

- Recognized for increasing product range by 20% within one fiscal year.
- Awarded 'Employee of the Month' for outstanding contribution to sales growth.
- Successfully implemented a new inventory system that reduced costs by 15%.