

Isaac Constine

Merchandising Manager

Results-driven Merchandising Manager with 5 years of experience in overseeing the development, planning, and execution of visual merchandising strategies. Expert in optimizing product presentation, driving sales growth, and managing cross-functional teams. Proven track record of fostering strong relationships with vendors and clients, improving inventory management, and implementing creative in-store displays that enhance customer experience. Adept at analyzing data to identify trends and maximize profitability.

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(309) 435-8243 

123 Main St, Buffalo, NY 14201 

Education

Bachelor of Business Administration in Merchandising Management at Fashion Institute of Technology, New York, NY

Sep 2013 - May 2018

Relevant Coursework: Retail Management, Merchandising Strategies, Consumer Behavior, Product Development, Supply Chain Management, Marketing, Financial Accounting, Business Analytics, and Strategic Management.

Links

[linkedin.com/in/isaacconstine](https://www.linkedin.com/in/isaacconstine)

Skills

Inventory management

Visual merchandising

Pricing strategy

Product assortment

Sales forecasting

Vendor negotiation

Promotional planning

Employment History

Merchandising Manager at Macy's Inc., NY

May 2023 - Present

- Increased sales by 15% within the first year by implementing innovative merchandising strategies and optimizing product placements in Macy's NY flagship store.
- Developed and executed a successful holiday merchandising plan, resulting in a 20% increase in sales during the 2018 holiday season compared to the previous year.
- Led a team of 10 visual merchandisers to revamp the store layout, which increased foot traffic by 25% and improved overall customer experience.
- Successfully negotiated with vendors to secure exclusive product launches for Macy's NY, driving an additional \$500,000 in revenue during the first quarter of 2019.

Assistant Merchandising Manager at Ralph Lauren Corporation, NY

Sep 2018 - Mar 2023

- Successfully increased sales by 15% in the first quarter of 2020 by implementing a new merchandising strategy, which involved optimizing product placement and incorporating customer feedback to improve the overall shopping experience.
- Managed a team of 5 merchandisers, resulting in a 10% reduction in stock discrepancies and ensuring 98% accuracy in inventory management across all Ralph Lauren stores in New York City.
- Played a key role in the successful launch of the Spring 2020 collection, achieving a sell-through rate of 85% within the first month of release and contributing to an overall 12% increase in revenue for the Northeast region.

Certificates

Certified Professional in Supply Management (CPSM)

Nov 2021

Certified Retail Merchandiser (CRM)

Feb 2020