

Kymani Cuvillier

Retail Buyer

Profile

Results-driven Retail Buyer with 2 years of experience in product selection, inventory management, and vendor negotiation. Proven ability to analyze market trends and customer preferences to optimize sales and profitability. Strong communication and negotiation skills, with a keen eye for detail and a passion for delivering exceptional customer experiences. Adept at building and maintaining relationships with suppliers, continuously seeking innovative products to enhance store offerings and drive business growth.

Employment History

Retail Buyer at Walmart, CA

Feb 2023 - Present

- Successfully negotiated contracts with over 50 suppliers, resulting in an average of 10% cost reduction and saving the company \$1.5 million annually.
- Implemented a new inventory management system that reduced stockouts by 25% and increased inventory turnover by 15%, leading to a \$2 million increase in annual sales.
- Identified and introduced 20 new products that generated an additional \$500,000 in revenue within the first year of launch.
- Developed and executed a strategic buying plan for seasonal merchandise, which increased sales by 30% during peak seasons and reduced excess inventory by 40%.

Assistant Retail Buyer at Target, CA

Sep 2021 - Jan 2023

- Successfully negotiated a 15% discount with key suppliers, resulting in annual savings of over \$500,000 for Target in California.
- Implemented a data-driven product selection strategy that increased sales by 10% within the first quarter and boosted overall customer satisfaction rates by 8%.
- Streamlined the purchasing process, reducing order lead times by 20% and improving inventory turnover by 30%, contributing to a 5% increase in annual revenue.
- Identified and onboarded three new high-potential vendors, expanding product offerings by 12% and driving a 7% increase in market share within the first year.

Certificates

Certified Professional in Supply Management (CPSM)

Jun 2022

Certified Purchasing Manager (CPM)

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Education

Bachelor of Business Administration in Retail Management at California State University, Long Beach

Sep 2017 - May 2021

Relevant Coursework: Retail Operations, Marketing Management, Merchandising Strategies, Supply Chain Management, Consumer Behavior, Financial Accounting, Human Resource Management, and E-Commerce.

Links

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

Skills

Negotiation

Forecasting

Merchandising

Inventory Management

Supplier Relations

Trend Analysis

Budgeting

Languages

English

Italian