

RACHEL BUCHANAN

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professional experience

- 2007-Present AMERICAN EAGLE OUTFITTERS PITTSBURGH
International multi-channel retail organization.
Assistant Buyer. Partner with buyer in analyzing, merchandising, and communicating decisions to successfully affect the department's business.
- Graduate of the Achieving Excellence training program and placed as an assistant buyer in women's jewelry and swim
 - Ran a 50 million dollar business in the absence of a buyer
 - Grew the American Eagle jewelry department from a -20% comp to a +24% comp over the course of one fiscal year
 - Communicate with all areas of the company as it applies to the development, purchase, delivery, receipt, ticketing, processing, pricing, and quality of merchandise via email, voicemail, and cognos/tradestone reporting.
 - Identified, communicated and published business strategies driving product development decisions and department growth.
 - Negotiated with vendors to develop merchandise with the best possible price/value relationship while possessing knowledge of jewelry components, finishes, and stone quality
 - Developed relationships with a diversified vendor base to execute a cohesive and focused jewelry assortment
 - Advised and developed two trainees while managing multiple, concurrent projects that met aggressive deadlines.
 - Developed a strong relationship with merchandise planning and allocation to manage receipts, inventory flow strategies, markdowns, and weeks of supply.
- 2006 MACYS WEST SAN FRANCISCO
National Multichannel Retail Organization.
Buying Intern. Extensive 10 week internship incorporating both store management and buying experience. Graduate of the Macy's internship program and of the top 10% offered an assistant buyer position post graduation. Successful completion of Macy's 2006 advertising turn-in for the holiday 2006 fragrance direct mailer.
- 2001-2004 ALDO SHOES ORLAND PARK, IL
International high quality footwear retail organization.
Associate/Management. Managed and motivated a 10 person sales staff while achieving company sales goals. Implemented innovative customer service strategies to establish a strong client base. Created elaborate visual plans for all seasonal and promotional floor sets.

community and industry activities

- 2006 ASIA FIELD SEMINAR
10 day full cycle observation of production and manufacturing overseas.
Observed all steps and timing involved in the manufacturing process. In-person interviews with the US consulate in Hong Kong analyzing US trade policies and the impact on manufacturing. In depth dissection of what goes into the pricing and

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overall cost of a garment. Observed the role of an overseas agent from product development CAD's to factory completion

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education

INDIANA UNIVERSITY BLOOMINGTON, IN
Bachelor of Science, Apparel Merchandising
Business Minor, Kelly School of Business

Founders Day Award. Globally focused retail program with a strong emphasis on the development of analytical skills as it pertains to every aspect of the retail cycle including: product development, consumer profiling, branding, manufacturing, business strategies, sourcing, and visual. Adviser: Sheila Maben.