

Scarlett Gray



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PROFESSIONAL SUMMARY

Senior Executive with a 19+ year highly successful career in the retail business characterized by promotions to increasing levels of accountability. Executive team member involved in both start up of new and re-engineering of mature businesses. Recognized ability in hiring and development of personnel for strategic growth into key internal positions.

Logical - Analytical - Common Sense – Problem solver
Strong ethical values - Strategic thinker - Forecaster
Knowledge of current trends in business and culture

Well respected by colleagues, clients, subordinates
Understanding of business priorities and solutions
Skilled with both numbers and creativity

PROFESSIONAL LEADERSHIP HIGHLIGHTS

Business Management

- Executive member of a three-person team chosen to build Limited Express from a five-store test to 600 + stores
- Designed and implemented procedures to monitor and evaluate vendors for quality and hold them to high standards
- Engaged in all aspects of marketing a business including in-store positioning, point of sale, print media, and advertising
- Managed merchandise from pre-season concepts through financials to post season analysis
- Extensively involved in the creation of new, repositioning of existing, and transition of acquired businesses
- Experience with brand and new product development, launch, and management
- Managed financial components to maximize profit while ensuring long and short term goals

Technology

- Managed IT2000 to redo systems and reports, using outside consulting firm as well as Express MIS; rolled out to all divisions
- Designed and wrote PC based sales forecasting systems; supervised MIS mainframe implementation
- Created mathematical formulas to accurately forecast sales; formulas implemented and adopted in all divisions and at the corporate level due to the increased accuracy in the sales projections

Personnel Management

- Recruited and developed talented teams of retailing professionals that were continually used to staff key positions in other divisions of the corporation, as well as other companies across the country
 - Hired and developed four associates to become VPs of Planning & Allocation in other divisions; corporate record number of people developed to take one's own job at VP level or above
 - Hired and trained all planning and allocation associates for Structure and Bath & Body Works
- Training for associates to interpret financial / statistical data and facilitate critical decisions timely and accurately
- Developed series of standards and models by job description as well as function to ensure that new hires had the best chance of success and to provide consistency within the organization
- Devised methodology for the quicker assimilation of new merchants and associates through common language
- Built and maintained an environment conducive to winning teams and a profitable culture

EDUCATION Bachelor of Science, Human Ecology, Textiles & Clothing, Ohio State University

CAREER HISTORY

Provided full-time care for parents	2014-2017
Executive Vice President of Merchandising, LIMITED	2009-2014
Executive Vice President of Merchandise Planning and Allocation, EXPRESS	2006-2009
Vice President of Merchandise Planning and Allocation, Director of Merchandise Distribution, EXPRESS	2003-2006
Senior Merchandise Distributor, Store Manager, LIMITED	2001-2003

