

## HEATHER A. OXMAN

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### EDUCATION

**Bowling Green State University**, Bowling Green, OH

*Bachelor of Arts*, Apparel Merchandising and Product Development, May 2008

- Phi Eta Sigma Honorary, inducted March 2006
- Alpha Lamda Delta Honorary, inducted March 2005
- GPA: 3.75

**The Fashion Institute of Technology**, State University of New York

*Associate of Applied Science*, Fashion Merchandising and Buying, May 2008

- Magna Cum Laude

### EXPERIENCE

**Macy's**, New York, NY

May 2007 - Present

*Assistant Department Manager*: Women's Accessories and Lingerie Department.

- Coordinate staffing for seven departments to minimize salary costs while ensuring adequate coverage and providing excellent customer service.
- Actively involved in recruiting, hiring, and training new employees.
- Continually evaluate job performance through formal and informal appraisal processes to develop a trained and motivated sales team.
- Implement and maintain visual floor plan to maximize sales and gross profit while tailoring merchandise assortment to meet local store space availability.
- Coordinate event execution of merchandise presentation and coverage, signing accuracy, sale procedures, goals, and contests.
- Ensure the accuracy of inventory through proper ticketing, price changes, corrective stock counts, and training of associates in proper sales procedures.

**JC Penney**, Flint, MI

May 2006 - April 2007

*Merchandise Manager Trainee*: Women's Apparel.

- Completed job-training assignments in sales, sales support and service functions.
- Completed scheduled study assignments and participated in weekly televised classes.
- Assisted in development of assortment plans for assigned area.
- Participated in planning of store meetings and promotional events.