

ASHLEY M. SPILLER
3302 NORTH DIXIELAND ROAD • ROGERS, AR • 72756
(903) 824-0840 CELL • ASHLEY.SPILLER85@YAHOO.COM

OBJECTIVE

To obtain a merchandising-related position where my strong understanding of logistics and results-oriented purchasing skills might be employed to enhance corporate profitability.

WORK OF EXPERIENCE

-
- Sam's Club Corporate Office, Bentonville, AR** **February 2008 – February 2009**
Assistant Buyer, Category 72 Fresh Gourmet
- Managed \$145 million in cheese subcategories by analyzing market conditions and identifying logistical efficiencies
 - Negotiated and purchased based off the commodity block market
 - Managed subcategory sales, margin and profit to improve purchasing programs to meet corporate objectives
 - Identified market trends, demographics and shopping patterns that led to incremental sales in an untapped ethnic market
 - Built and maintained relationships with operators, suppliers and replenishment team to ensure category maintenance and strategic planning
 - Increased sales in Hispanic Cheese subcategory by 30% and Snack Cheese subcategory by 89%
 - Executed annual sales plan, driving the category to meet budget

- Sam's Club Corporate Office, Bentonville, AR** **January 2007 – February 2008**
Buyer's Assistant, Wholesale Trading
- Managed overall process from sales suggestions to truckload tracking and payment
 - Responsible for four business member accounts that generated \$7 million in yearly sales
 - Built member and club associate relationships in order to advance truckload sales and build upon cost efficiencies
 - Redesigned Wholesale Trading training manual and website
 - Implemented On-Board training for new associates

- Flake-Wilkerson Market Insights, Little Rock, AR** **December 2004 – January 2007**
Quality Auditor
- Ensured the quality of data collected and transcribed throughout the company by effectively analyzing research results
 - Assisted supervisors with monitoring, coaching and training of research interviewers
 - Increased the level of accuracy while conducting research interviews by clearly defining a research outline and step-by-step analysis process

- Flake-Wilkerson Market Insights, Little Rock, AR** **August 2004 – January 2007**
Lead Transcriptionist
- Supervised and maintained order amongst a team of transcriptionists
 - Made departmental decisions in absence of manager
 - Trained new transcribers on software, policies and procedures
 - Proofed, audited and edited verbatim transcribed by a team of transcriptionists
 - Handled internal and external requests and client deadlines in a timely manner

- Brookshire's Foods, Texarkana, TX** **July 2002 – August 2004**
Front-end Manager
- Supervised a team of 24 cashiers
 - Maintained attendance and punctuality records
 - Oversaw employees and ensured duties were fulfilled
 - Assisted customers with problems and concerns
 - Ensured smooth flow of operations throughout the store

EDUCATION

University of Arkansas at Little Rock **December 2006**
Bachelor of Science in Health Science
Emphasis: Community Health Promotion

AWARDS

Sammy "Exceeding Expectations Fueled by Double Digits Comp Increase in Hispanic Cheese", 2009
Master Negotiator, Negotiation Skills Company, 2008
Sam's Club Mills Division Merchandise Associate of the 3rd Quarter, 2007
Sam's Club Folk Division Merchandise Associate of the 3rd Quarter, 2007

SYSTEM SKILLS

Retail Link, Excel, Word, PowerPoint, Outlook, WordPerfect, UNIX Operating Systems, Netscape and Win Query

