

CHLOE CYR

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EDUCATION

LIM College, New York City

B.B.A. in Management Cum Laude, May 2014

EXPERIENCE

Aldi USA

Aug 2022-Present

Purchaser

South Windsor, CT

- Purchaser for Fresh Beef, Fish, Chicken in the South Windsor Division of Aldi US which ships to 105 stores across New England generating \$5M in revenue annually
- Manage 300+ product codes which includes: placing orders, ensuring store inventory is correct and full, working with suppliers to fix any shipment or delivery issues and communicate with stores directly to efficiently build the best displays
- Lead monthly Product Committee Meetings for the Purchasing Department held with District Managers, Store Managers and Warehouse Managers to communicate upcoming promotions, product priorities and possible issues that might arise
- Utilize Excel daily to analyze sales data, shipping movement, stock levels and potential ordering needs for all products

Intercontinental Capital Group

Jan 2021-May 2022

Mortgage Loan Closer II

Remote

- Promoted to Retail closing where files included: Conventional Cash Out + No Cash Out Refinances, all VA loan types, all FHA types, Purchase Loans, NY loans (CEMA loans), TX loans, Co-Op Loans, JUMBO, Renovation and Luxury NON QM Loans
- Funded 667 loans within first year (second highest volume of entire company) with zero ACES audit errors
- Managed full pipeline of 20-30 loans each day
- Became the team MAVENT expert and assisted all team members in getting a passing MAVENT for all files
- Task master- managed steady flow of files, emails, calls and messages from fellow team members and borrowers-all while keeping meticulously organized and efficient

Lush Cosmetics North America

Nov 2019-Jan 2021

Store Manager

Farmington, CT

- Grew annual store revenue by \$3.4M within first year and increased store staff retention by 65%. 90% of seasonal holiday staff returned for the following holiday season

- Grew and developed talent: Maintained a team of 10 core employees, ensured that staff are complying with company standards for time and attendance, product integrity, respectful workplace standards and health and safety guidelines
- Managed weekly store inventory orders: placed, received, organized merchandise weekly
- Spearheaded new COVID procedures ensuring that our store was the first New England store to re-open post closure which included: training on new safety guidelines, customer interaction procedures and new product display guidelines to ensure we were CDC compliant
- Completed weekly sale analytics, reported on store costs, financial needs and monthly staff stipends
- Completed quarterly business reviews with Market Leader and ensured store budget was in line and correct

Stein Mart

Associate Buyer

Sept 2017-Jan 2019

Jacksonville, FL

- Lead Buyer for Value Bras and Fashion Panties exceeding \$9M a year
- Managed weekly projects: divisional selling, keying promotions, forecasting and keying markdowns, PO edits/uploads, Marketing ad sheets, vendor communication
- Managed relationships with 20+ vendors, attended trade shows and vendor negotiation meetings
- Recruited 6 Assistant Buyers; trained, managed and maintained their progress for 7 months

SmartPak Equine

Associate Buyer

Jan 2015-June 2017

Plymouth, MA

- SmartPak Equine is the largest online equine retailer in the US- I was challenged to grow + develop the Western Horse Tack + Apparel Business
- Purchased for 24 categories totaling in excess of \$4m in annual revenue
- Grew top 5 subcategories by \$650K in one year
- Involved in new product development for 25 Private Label products with SmartPak branding from start to finish, growing the business by \$380K
- Gave quarterly Line Reviews to C-levels, VP's and Directors

SKILLS

- Communication
- Advanced Microsoft Program Knowledge (Excel especially)
- Self-Starter
- Leadership
- Analytical
- Team Building
- Negotiation
- Customer Service
- Management



<https://www.linkedin.com/in/chloe-c-a4a16027/>