

SAVANNAH SPILKER

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WORK EXPERIENCE

Fanatics Brands | Inventory Planner – Cotton Apparel

August 2018—Present

- Develop weekly replenishment strategies and targets for ecommerce and wholesale businesses
- Work in partnership with the allocation team to develop accelerated usage plans to reduce aged inventories
- Plan SKU portfolio with Merchandising partnership to maximize productivity and manage full product lifecycle
- Manage inventory, production strategy and deployment of product for core and special event usage

Fanatics, Inc. | Merchandise Planner – Hardlines

January 2017—July 2018

- Managed department level OTB, presenting action items to buying group and management
- Implemented process and strategic analysis, growing the business +25.7% or \$22M
- Monitored the areas financial productivity by meeting or exceeding sales, gross margin, and inventory turn goals
- Coordinated Drop Ship, Holiday Promo and Footwear initiatives across Merchandising/Cross Functional teams
- Worked closely with buying team to provide forecasts for in house, drop ship products and in the development of productive assortments

Fanatics, Inc. | MVP Coordinator

April 2016—December 2016

- Evolved the core replenishment position through development of actionable reporting to the Merchandising/Cross Functional teams
- Kept the program in-stock at 95% through complete season, growing +30% to LY on 50% product penetration
- Generated daily/weekly/monthly reporting to recap core assortment productivity
- Created presentations to highlight program performance for Board of Directors, leagues, etc...
- Worked with Tech group to develop application-based replenishment tool from algorithm dev to implementation

Fanatics, Inc. | Merchandise Planning Analyst – MLS, Soccer & Other Sports

July 2015—March 2016

- Supported Merchandising and Planning team to provide data reporting and analysis
- Maintained sales and receipt forecasts and plan; growing division +30.5% to previous year
- Coordinate with buying group to develop strategic pre-book and replenishment buys

Atlanta Hawks & Philips Arena | Retail Marketing & Merchandising Intern

May 2013—September 2013

- Assisted in processing and billing of \$2.2M in invoices through the '12 – '13 fiscal year
- Hired, managed and evaluated 30+ store employees
- Contributed to the development of ecommerce platform through product placement and expansion of promotional material
- Conducted event and non-event reports daily distributing to management, accounting and executive teams

EDUCATION

Savannah College of Art & Design | January 2014-May 2015

Master of Arts | Luxury Fashion Management & Marketing

Magna Cum Laude

Auburn University | August 2009-December 2013

Bachelor of Science | Merchandising, Design & Production Management

Minor: Business Administration

HIGHLIGHTS

- New Hire Onboarding (Planning Dept Lead) **Fanatics, Inc.** | *Jan. 2017 – Present*
- Mentor **Fanatics, Inc.** | *Jan. 2018 – Present*
- Drop Ship, Holiday Promo Buy, Footwear, and Women's Initiatives **Fanatics, Inc.** | *Jan. 2017 – Aug. 2018*