



ANDRÉA HILLARY

LEVI'S NORTH AMERICA OUTLET
WOMEN'S BUYER

WHAT IS YOUR CURRENT ROLE? WHERE DID YOU START? HOW DID YOU GET TO WHERE YOU ARE TODAY?

After graduating from Sac State Fashion Program in May 2010, I attended FIDM where I earned my Associates degree in Merchandise Marketing program where I gained additional insights regarding the Fashion industry.

In 2011, began my corporate fashion career as a Merchandise Coordinator at Charlotte Russe Inc. where I worked alongside the Buyers by prepping samples for milestone meetings and supporting the Buyers in various tasks. The role wasn't glamorous, but it helped me identify that I wanted to grow my career and become a Buyer.

In Sept 2013, I was promoted to Assistant Buyer at Charlotte Russe and was responsible for the Intimates department, where I assisted the Buyer of the department in creating a monthly product assortment that reflected fashion and sales trends. In 2015, I became the Associate Buyer of Juniors department for Sears Department Stores, where I managed the Outerwear and Tops. I assorted seasonal product delivery that reflected current sales and seasonal fashion trends.

In 2016, I became an Omni-Channel Assistant Buyer for Junior Bottoms at Kohl's Department Stores, where I learned Ecommerce business and how to leverage learnings from Ecommerce sales into Retail Brick & Mortar stores. I created seasonal product assortments that reflect the current sales and fashion trends.

In 2018, I became the Buyer for the Women's Bottom department for US Levi's Outlet stores & in 2020, I became the North America Levi's Outlet Women's Buyer. In my current role as a Buyer I am using all the skills I learned over the years to ensure I am selecting the correct product for the US and Canada Levi's Outlet stores by monitoring current sales trend and working closely with Global Design team to ensure we have the right bottoms, tops & outerwear for each season that reflect what the customers loves and new fashion trends seen on the runway and on the street. I partner with the Planning and Allocation Teams to ensure we are buying and sending the needed amount of inventory to stores to ensure stores can make their monthly sales goals.

What is your favorite part of your current job? Least Favorite?

My favorite part of my current role is assorting all the new products. I enjoy visiting stores to learn first-hand from the stores team about the product their customers love or hate. The store feedback I receive will help when it's time to assort in the quarterly seasonal assortment.

My least favorite part of my current role is when the Inventory team informs me on styles that will be late to stores due to circumstances out of our control. Late inventory can cause sales lost and missing out on important fashion trends.

What are some of the biggest challenges you've faced in your career?

The biggest challenge I have faced in my career is knowing when it's time to move on for new job opportunities with other companies. This is something no one can teach you or prepare you for, so I always pray and write a pro/con list before moving to a new company.

What skills, abilities, and personal attributes are essential to success in your position/the fashion industry as a whole?

Important skill set I think is important to being successful in the fashion industry is to never burn bridges with classmates or co-workers, always ask questions, keep learning because fashion is forever changing, and do not be afraid to take risks.

How relevant is your undergraduate major to your work?

Having been through this program, what are some lessons you've taken with you throughout your career?

My undergraduate degree is very relevant because I use the information learned in Textiles to understand how the fabric will drape on the body in a particular fit. In Buying class learning retail math formulas, which I use on daily biases in understanding all sales reports.

The biggest lesson I have taken in my career is how important it is to work together as a team. In the Fashion Program we always had to do group projects and presentations, which at times were annoying, but throughout my career I have learned that you never work alone, and teamwork is the key to successful business.

What are three things you wish someone would have told you when you were going through this program?

The three things I wish someone would have told me are:

1. relax and enjoy your time as a college student in this program.
2. continue to network with your classmates & teachers.
3. don't stress or worry you will find a job when you graduate.