



# Clinton Shalkoff

Curriculum Vitae (CV)

**What job i'm looking for? My positive points**

understand min/max within the stores weekly review of reports down to departmental level in order to have a clearer understanding on the top and worst sellers and the way forward

I have a passion for fashion and building ranges and working with materials and fabrics is always what I thrive for.

Preferred occupation Retail manager  
I began my career in fashion as a fashion buying/designer , and worked hard to build ranges for over 125 outlets in South Africa. My awareness of sell throughs, relationships with vendors and

**Contacts and general information about me**  
My awareness of sell through my collections was vital to my success.

Day of birth 1980-11-31 (43 years old)  
I have grown my career to visual merchandising and marketing internationally to the Middle East which has given me a full perspective within a retail world.

Residential location Johannesburg, Gauteng  
I have been heavily involved in buying trips to international countries to view fashion trends and then worked closely with factories to build ranges accordingly. I have been heavily involved in building strong vendor relationships to gain the most out of the product and their efficiency.

Telephone number  
I have a proven record in establishing myself as a goal-driven, and highly respected person. My core focus has always been towards range building, standards, attention to detail and people

#### Additional information

management.  
I have confidently developed and implemented visual and marketing strategies, showcased my creative flair as a Visual leader, and elevated stores to be more commercial and enticing.

I am commercial in my decision making and have extensive knowledge of market trends through my love of what I do, and the needs of the consumer.

I have been involved in the development, production and management of instore Point of Sale , taking each stores requirement into account and therefore pride myself on building strong vendor relationships. In this respect budget control and meeting business objectives is a key focus

Planogramming and space management has been a critical role of mine, together with understanding stock inflow/outflow.

I am an efficient communicator, patient leader, coach and trainer, which has provided me the benefit of building strong relationships with local and international teams, and most importantly my own fleet and head office teams. I spend a lot of time completing regular store visits, developing communication packs and holding workshops ,training and developing the teams on efficient and commercial implementations and new launches.

I have worked closely with the retail logistics team to manage stock inflow, and outflow, and