**Fraser Marriott**

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|  | **Summary of Qualifications** |
| Twelve years of retail sales management, including international business development. Experience with developing global marketing and sales strategiesManagement of sales teams worldwide, including hiring and training.Led the design and implementation of ERP, WMS and B2B systems across several platforms and companies. Dedicated to delivering outstanding client experienceAbility to multi-task and work under pressure |  |

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|  | **Professional Experience** |
| **Sales Manager / Ecommerce Manager****Brixton USA****Working out of Montreal***2017 - present* | * Sales Management: Implement and manage sales strategies across four continents
* Primary contact and manager of all major company accounts that account for $250,000 in sales per year. Clients include Hudson Bay Co, Simons, Zumiez, Alries, Nordstrom
* Run weekly sales meetings with all international Hubs discussing goals, projections and analyzing our weekly sales
* Generate weekly reports for sales analysis (Excel, Word, Domo)
* Managing the back end of the Brixton USA and Canada Site
* Managing our online marketing team
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| **Problem Solver****Tiger Distribution****Brixton USA****Brixton Canada** **Montreal Quebec***2014 to 2017* | * Management of a WMS,ERP and B2B systems for three clothing brands under the umbrella of Tiger distribution
* Hourly management of inventory, sales orders, PO management, pricing, and back end development
* Creation of sales reports weekly, monthly. Excel, Word Shopify, Magento, Blastramp (WMS), and Bluecherry (ERP)
* Oversaw 2014 implementation of the Blastramp WMS system
* Financial planning through the creation of both short-term and long-term strategies
* Executed product sell-through strategies through collaboration with sales teams, and managers
* Management of all major accounts sales strategies.
* Responsible for all quarterly and yearly metrics, such as sales targets, store’s annual budgets and staffing hours.
* Led semi-annual performance evaluations for all employees and determined merit increases.
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| **Proshop Manager****Royal Ottawa Golf Club***2006 – 2013* | * Managed cash procedures and sales; educated on the retail floor and provided an outstanding guest experience;
* Member of the visual merchandising team
* Responsible for enrolment and collaboration of team members towards our financial goals and strategies
* Was in charge of buying and managing $250,000 worth of product per year
* Manager of 14 employees, scheduled pay, and created an annual budget
* In charge of cash flow statements and cash flow management of the Proshop
* Organized Junior camps, 50 kids per session two times per year
* Taught golf to membership daily

**Education** |

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| **Concordia University**2013 – 2017  | **Major In Economics, Minor in marketing**The BA in Economics offers an academic environment where I will have the opportunity to develop advanced mathematical and theoretical foundations in economic theory, also econometrics. |
| **Niagara College**2010 – 2013 | **Graduate Diploma in Business Administration**3 Year program focusing on the ability to run a small business and develop your basic business skills.**Languages**English – Mother TongueFrench – FluentKorean – Spoken**Personal Skills:*** Problem Solver: this is my official title at Tiger Distribution. It is also on my business card.
* Personable, with strong communication skills.
* Team Player. Always looking for ways to work with the team to make us better.
* Forward thinker.
* Open to new ideas.

**Interests*** Social issues and current events.
* Golf - Maintained a scratch handicap for 3 years, played in competitive tournaments.
* Basketball, competitively and just for fun.
* Sports Statistics – Basketball, Hockey and Football analytics.
* Music - an eclectic range from retro to Current.

 **Concordia University** 2013  |