



Rachel Terry

Master's graduate seeking an analyst/consultant/merchandiser role in Paris. Rigorous and observant self-starter.

San Diego, CA, USA

[View profile on Dweet](#)

Languages

- English
- French

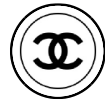
About

Master's graduate with a degree in business management obtained in Paris, France. Undergraduate mathematics degree with highest honors and international experience with leading luxury companies. Rigorous and observant self-starter.

BRANDS WORKED WITH

- A.P.C.
- Balmain
- CHANEL
- Louis Vuitton

Experience



● Temporary Merchandising Specialist - All Accessories

CHANEL | Nov 2022 - Mar 2023

- Analyzed sales results weekly for all accessories categories, conducted competitor price analysis, created market tool kits for U.S. boutiques, constructed 12 sell-through reports for upcoming seasons, and completed ad hoc requests.



● Procurement Analyst – Women's & Men's RTW

Balmain | Nov 2021 - Jun 2022

- Independently managed the procurement budget and decreased expenditures by 25% .
- Analyzed collection costs quarterly and reported results to the studio directors to support business development.
- Automated a pricing document to deliver daily reports to the development and production managers.
- Managed a portfolio of 50+ international vendors and effectively negotiated price and schedule contracts.
- Selected as the team representative for interdepartmental meetings and ensured the correct flow of information.



● Sales Merchandising Intern – Women's & Men's RTW

A.P.C. | Jun 2021 - Oct 2021

- Conducted weekly sales analyses of the European and U.S. retail networks.
- Created reports defining the global retail assortment and the product launch cycles.
- Prepared four 200+ page product training materials in French and English for the sales teams.



● Procurement Intern - Men's RTW

Balmain | Nov 2020 - Apr 2021



● Client Sales Advisor

Louis Vuitton | May 2019 - Aug 2019

- Exceeded sales targets and cross-selling goals at the Champs-Élysées flagship store.

Education & Training

2018 - 2021 ● Institut Français de la Mode

MSc International Fashion & Luxury Management with Distinction, International Fashion & Luxury Management with Distinction

2014 - 2018 ● Bryn Mawr College

Bachelor of Arts in Mathematics with Honors (Summa Cum Laude, top 10), Mathematics, French minor

