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Buying Manager

Leicester, UK

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Languages

English

About

SUMMARY

BRANDS WORKED WITH

Alshaya Group

Claire's

Lesta Packaging

Next Plc

Oasis Stores

Experience

● BUYING MANAGER

Lesta Packaging |

KEY RESPONSIBILITIES:

- Leading a team of 3 buyers



● RETAIL CONSULTANT

Alshaya Group | Sep 2021 - Jan 2022

BUYING AND MERCHANDISING MANAGER KEY RESPONSIBILITIES:

- Training and leading a team of 4 buyers based in Kuwait
- Leading the brand vision and buying strategy
- Introduce key processes and critical paths to manage the buying cycle
- Margin improvement of +2% for Q4



● SENIOR EUROPEAN BUYER

Claire's | Jun 2015 - Jan 2019

KEY RESPONSIBILITIES:

- Responsible for \$188m annual global budget, circa 4000 SKUs.
- Responsible for buying all jewellery categories for 15 European countries, 1200 stores, addressing specific individual market requirements and trends.
- As the sole EU buyer, lead a team of 7 Global Buyers in North America for range building and sales for the European market.
- Influenced buys globally for over 4000 stores and contributed to the growth of the concession and franchise business.
- Identified and analysed market-appropriate trends in order to maximise sales and new opportunities. KEY ACHIEVEMENTS:
- Drove sales for the younger fashion jewellery department from circa -30% to +45% over 2 years.
- Improved sales on the Fashion Jewellery department from circa -40% to +25% over 18 months.
- Rationalised the supply base and improved supplier relationships
- Natural leadership skills to develop team members quickly with strong results.

● EUROPEAN BUYER

| Aug 2008 - Jun 2015

Responsible for buying Fashion, Novelty, Speciality and Occasion jewellery (\$60m sales).

- Reversed the down-trend of the jewellery business across Europe.

● SENIOR BUYER

Oasis Stores | May 2006 - Jan 2008

Responsible for the strategy, development and buying of a £30m annual budget of the Accessories ranges.

- Ranges included Bags, Belts, Hats, Gloves, Scarves, Gifts and Sunglasses
- Changed the product styling to offer more credible and fashionable ranges.

● BUYER

Next Plc | Jun 2005 - May 2006

Responsible for the planning, development and buying of a £60m Accessory range including Bags, Small Accessories, Hats and Scarves.

- **SABBATICAL**

| May 2004 - May 2005

- **BUYER**

| Mar 2002 - Jan 2004

Bodycare and Gifts

•Achieved a budgetary growth of 100% to reach £20m.

- **PACKAGING TECHNOLOGIST**

| Apr 2000 - Mar 2002

Womenswear Non-Clothing