

Curriculum Vitae

Personal information

Full name: Ferriello Theresa

Work experience

Pio X/ Maria Bambina - Treviso

Dates; March 2018- Current

Occupation or position held: Teacher in infanzia and primaria.

BWI srl. Headoffice : Sernaglia Della Battaglia, TV

Dates; November 2016- December 2020

Occupation or position; Office Manager, communication between China and Italy.

Type of business Dependent; Engineering/Export

P.O.N Statale Treviso : Follina/Tarzo/Farra di Soligo/Pieve di Soligo/Conegliano

Dates; October 2010- December 2019

Occupation or position held; PON Preparing students (various levels) for KET and PET certifications.

The Hudson Bay-Toronto, Ontario, Canada

Dates; March 2006 – Nov. 2009

Occupation or position; Sales Analyst for Hanes Canada Inc. and the Hudson Bay Company

Main activities and responsibilities.

- ☑ Analyzed sales for Hudson Bay Company's 101 stores across Canada, working with Buyer and the Planner to move merchandise to the right stores, at the right times, and at the right price.
- ☑ Weekly Sales Reports on Store Sales
- ☑ Built and maintained "Open to Buy" worksheet
- ☑ Launched and monitored Store incentives for highest sales
- ☑ Monitored sales of new fashionable items, if they were not selling informed buyer to move to another location, put on sales or Return to Vendor
- ☑ Controlled "Automatic Replenishment" (AR), on Basic staple items. Forecasted AR sales to fit Planners monthly budget.
- ☑ Created "Purchase Orders" (PO's), on basic AR items for upcoming store Promotions or Events.
- ☑ Monitored shipments of PO's. If vendor missed ship/cancel window a penalty was issued.
- ☑ Deal with store merchandise requests, customer special orders and vendor shipping inquires.

Type of business; Fashion Department store, Buying office for Ladies Intimates.

Phantom Industries- Toronto, Ontario, Canada

Dates; June 1998- January 2006

Occupation or position held; Sales Coordinator for Phantom Industries. It Figures! Swimwear & Private Label.

Main activities and responsibilities;

- ☑ Worked with new collection of swimwear, private labels swimwear and representatives and account managers across North America.
- ☑ Worked with buyers of all Major department stores in North America, JC Penny, Wal-mart Canada and USA, Sears Canada, Federated, etc.
- ☑ Worked closely with Designers, Buyers and Production Manager to coordinate orders.
- ☑ Attended Swimwear Markets across North America, Miami, LA, Vegas, New York
- ☑ Keyed in orders and monitored shipments so they arrived in time.

Type of business; Fashion Production Manufacturer for Ladies and kids Swimwear

Dates; September 1998 – April 2000

Occupation or position held; Associate Planner for ladies seasonal at the Hudson Bay Company

Location; Toronto, Ontario, Canada

Main activities and responsibilities;

- ◆ Maintained 'Open to Buy' for Buyer and Planner, Monitored Shipping of complete merchandise, communicated with Vendors, Buyer and Planner, ensured Automatic replenishments were ordering correctly. Store and Customer special orders.

Banana Republic Assistant Manager -Toronto, Ontario

Dates; 1993-1998

Occupation or position held; Assistant Manager at Banana Republic (GAP Corporation)

Main activities and responsibilities;

- ◆ Participated in the Opening of "Banana Republic" stores across Canada. Multiple selling (Big Moto for The Gap Corporation). Was one of the top Sales Performers. Completed a Manager in Training Program (called Pacesetter). Trained new employees, initiated games and prizes for employees to meet their daily quota's and Units per transactions (UPT's)

Type of business; Fashion Retailer, Ladies, Mens clothing and Shoes

Education and training

Date: June 2021

CELTA certification - The Irish Academy in the Canary Islands.

Date December 2020

Italian online classes

Obtained a Certificate in Italian Level B1

February 2011: Completed Italian Driver Licence

Dates September 1991 – June 1997

Title of qualification awarded Bachelor of Applied Arts – Degree in Fashion Marketing, Retailing and Merchandising

Ryerson University

Toronto, Ontario, Canada

Dates September 1988 – June 1991 High school diploma, academic diploma and fashion technical diploma

Murdock Mackey Institute High School, Winnipeg, Manitoba, Canada

Personal skills

Mother tongue: English, proficient in Italian and have knowledge of French.

Social skills; Excellent interaction skills, I am able to work with a variety of different personalities and cultures, responsible and take pride in my workmanship.

Computer skills; Proficient with Microsoft and easily adaptable to a variety of platforms.