

Joanna Dickinson

Buying Manager

Leicester, UK

Joanna is **Available to work**

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Work Preference

Location: Open to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions

Skills

Knowledge Base (Advanced)

Passionate about work (Advanced)

Good For Enterprise (Advanced)

Tenacious Work Ethic (Advanced)

Business Acumen (Advanced)

Jewelry (Advanced)

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