

# Michael Brian Kennedy

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## Summary of Qualifications:

Experienced, detail-oriented Retail Buyer focused on delivering results. Proven track record of managing major events, key vendors, and delivering market share gains. Knowledge of internal operations and current working relationship with Under Armour Apparel and Accessory account team.

## Key Skills:

### Assortment Planning

- Executes all levels of Assortment Planning process, including creation, strategy, and presentation.
- Excellent SAS system skills, have served on Merchandising Systems groups to identify opportunities to improve current systems and processes.

### Management/Training

- Manage team of 4 full time associates along with semi-annual rotations of Interns, Merchandise Trainees, and Leadership Development Associates.
- Partner with planning, allocations, and other groups to ensure collaborative team environment and positive attitudes.

### Negotiation

- Partner and negotiate with vendor base to achieve sales, margin, and turnover goals.
- Negotiated \$11.5M in RTV's Fiscal 2014 along with \$1.8M in cost concessions to drive Black Friday promotions.

## Professional Experience:

<b>Senior Buyer – Team Sports</b> Dick's Sporting Goods, Pittsburgh, PA	<b>Aug 2013-Present</b>
<b>Buyer – Team Sports</b> Dick's Sporting Goods, Pittsburgh, PA	<b>Dec 2010-Aug 2013</b>
<b>Associate Buyer – Football Hardlines, Basketball Hardlines</b> Dick's Sporting Goods, Pittsburgh, PA	<b>Dec 2009- Dec 2010</b>
<b>Assistant Buyer – Team Sports</b> Dick's Sporting Goods, Pittsburgh, PA	<b>April 2007- Dec 2009</b>
<b>Merchandising Training Program</b> Dick's Sporting Goods, Pittsburgh, PA.	<b>June 2006 – April 2007</b>

## Education:

**Grove City College, Grove City, PA**  
Bachelor of Science – Finance May 2006

## Extra-Curricular:

### Director of Treasury - EnvisionEight, LLC

- EnvisionEight is an investment group with a philanthropic focus from Chagrin Falls, Ohio. EnvisionEight, LLC funds the annual "Leaders of Tomorrow" Scholarship at Chagrin Falls High School and was named "Hometown Hero" in May 2011.

### Board Member – Village Green Partners

- Village Green Partners is a 501(c)3 nonprofit organization that is dedicated to helping the Village of Sewickley, PA. Village Green Partners is recognized to provide inspired leadership, to act as a liaison, to encourage the growth of small businesses, and to foster a sense of community while promoting social and cultural development.