

Zayd Kirk

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SUMMARY

Detail-oriented merchandiser specializing in retail environments, focused on enhancing customer satisfaction and maintaining product quality. Proven ability to establish strong relationships with customers and suppliers while ensuring compliance with company standards. Demonstrated expertise in inventory management through the use of technology for operational efficiency, executing merchandising strategies effectively. Recognizing the significance of creating engaging displays and executing first-in, first-out stocking systems plays a crucial role in minimizing waste and maximizing availability. Committed to fostering a collaborative team environment and contributing exceptionally to organizational success and customer loyalty.

EXPERIENCE

Merchandiser May 2025 - Present
Retail Solutions LLC Boise, ID

- Managed multiple retail locations with a focus on optimizing inventory levels and product availability. Collaborated with store teams to ensure operational success while enhancing customer experience.
- Ensured all retail locations are stocked according to established guidelines, enhancing product availability and elevating customer satisfaction.
 - Developed robust relationships with store management to facilitate effective communication and operational efficiency within the team.
 - Utilized mobile technology daily to manage inventory, streamline updates, and ensure compliance with brand standards.
 - Conducted regular inspections of back stock areas, upholding safety standards for continuous accessibility by team members.
 - Implemented first-in, first-out (FIFO) stocking techniques actively to maintain product freshness and significantly reduce waste.
 - Engaged in team meetings consistently, sharing insights and collaborating effectively on promotional strategies to enhance sales.

Sales Support Associate June 2024 - April 2025
Beverage Distribution Co. Nampa, ID

- Supported a dynamic sales environment by managing inventory and ensuring visual merchandising upheld company standards. Led training initiatives that immersed new staff into key operational protocols.
- Assisted in assessing inventory levels, helping to replenish products, and guaranteeing strategic placement driving overall sales efficiently.
 - Worked closely with sales teams to execute eye-catching promotional displays, ensuring they aligned with visual merchandising standards.
 - Trained newly hired staff thoroughly, covering inventory management concepts and pertinent customer service protocols essential for success.
 - Monitored product quality diligently, reported discrepancies resulting in swift resolutions and improved customer satisfaction.
 - Engaged well with customers, collecting feedback that informed enhancements to overall service delivery and sales effectiveness.
 - Maintained an exceptionally clean and organized work environment, positively impacting workplace safety and operational efficiency.

Research Assistant September 2023 - May 2024
Academic Research Lab Magic City, ID

- Actively contributed to significant research efforts focused on consumer behaviors in beverage marketing, providing analytical support and collaborative input during presentations.
- Contributed valuable insights to research projects aimed at understanding consumer behavior regarding beverage purchasing trends.
 - Provided assistance with data collection and analysis that enriched ongoing research efforts contributing greatly to project advancements.
 - Collaborated proactively with faculty and peers to present focused findings at academic conferences, showcasing impactful outcomes.
 - Utilized statistical software efficiently to analyze data patterns, presenting insights beneficial for both research progress and related discussions.
 - Supported organizational efforts in workshops geared towards improving methodologies and necessary data presentation skills.

LEADERSHIP & AWARDS

- Certified Merchandising Professional (CMP) - 2026
- Awarded Employee of the Month for outstanding customer service - December 2025

EDUCATION

Bachelor's Degree in Marketing 2026
University of Magic City GPA: 3.5 Magic City, ID

Coursework: Consumer Behavior, Retail Management, Digital Marketing, Market Research

CERTIFICATIONS

- Certified Merchandising Professional (CMP) 📅 2026
- Food Safety Certification 📅 2025

TECHNICAL SKILLS

- **Mobile Technology:** Tablets, Smartphones, Inventory Apps
- **Merchandising Software:** Planogram Software, Inventory Management Systems, POS Systems
- **Analytical Tools:** SPSS, Excel, Google Analytics
- **Communication Platforms:** Email, Slack, Microsoft Teams
- **Safety Standards:** OSHA Guidelines, Safety Protocols, Risk Management
- **Stock Management Techniques:** First-In-First-Out, Last-In-First-Out, Just In Time
- **Training Methodologies:** Onboarding Procedures, Workshops, Peer Training
- **Retail Operations:** Display Setup, Product Rotation, Stock Audits
- **Customer Engagement:** Customer Feedback Surveys, Loyalty Programs, Event Promotions
- **Visual Merchandising:** Display Creation, Promotional Materials, Signage Management

SKILLS

- Inventory Management
- Merchandising Strategies
- Team Collaboration
- Customer Relationship Management
- Data Analysis
- Technology Utilization

PROFESSIONAL AFFILIATIONS

- Member, National Association of Merchandising Professionals
- Volunteer, Local Food Bank Initiatives

LANGUAGES

- English (Native)
- Spanish (Proficient)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST