

TAB 7

JANE HUNTER

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Retail Merchandise Executive offering over 20 years broad based experience, gained on three continents, in Merchandise Planning, Allocation, Replenishment, Buying, Retail Process Improvement and Systems Design. A results-driven leader with a track record of Gross Margin improvement through emphasis on product assortment, inventory mix, and operating efficiencies achieved via team, process and systems development.

PROFESSIONAL EXPERIENCE

VP PLANNING – Kitchen, Household & Electronics Division, HSN

2007 ~ Present

\$2b Direct to Consumer Retailer, part of IAC. <http://www.hsn.com>

Responsibilities:

- Develop Strategic and Operational plans to the category level for both TV and .com retail.
- Manage the planning and execution of Live TV Shows and Events.
- In season management of company Sales Forecast, Gross Margin and Open to Buy.
- Manage, coach and develop the 12 person divisional planning team.
- Project Team Lead on the Integrated Planning Project – major HSN initiative to review, redesign and improve internal planning systems and process.

Achievements:

- Achieved a 30% increase in comparative sales productivity and a 20% reduction in inventory levels within the first year in the position.
- The lowest staff turnover numbers in the Planning organization.
- Implemented process improvements to achieve more efficient and detailed inventory management which have been adopted across the organization..

RETAIL CONSULTANT, retained by CVS Pharmacy.

2003 ~ 2006

\$42b pharmacy store operation with over 6000 stores in the US. <http://www.cvs.com>

Responsibilities:

- Project Manager on the Osco/Sav-On acquisition team. Responsible for project planning, issue identification & tracking, resolution management and executive reporting to ensure the smooth integration of over 700 stores into the core business.
- Business Project Manager and Core Team Member for Key Inventory Management Initiatives.
- Subject Matter Expert for Planning, Allocation & Replenishment Process Mapping and Redesign.
- Development of Detailed System & Process Requirements, Training Documentation & Transition Plans.
- Development and execution of User Acceptance Testing scripts for both system implementation and system modifications.

Achievements:

- Successfully developed & executed plans and created reporting to track & manage all aspects of the acquisition from pre-close through systems conversion and reset rollout.
- Developed new allocation processes, transition management plan and new team roles & responsibilities.
- Successfully implemented POS and support center system changes to handle state taxes and fees in new to CVS markets.
- Successfully implemented JDA's E3 ASR Allocation & Replenishment system (implemented Fall 2004).
- Successfully integrated multiple Planning and analytical teams during a period of 25% growth through acquisition.
- Developed and executed training on new processes and systems.

JANE HUNTER (continued)

VP PLANNING, Champs Sports – Foot Locker Inc.

2000 ~ 2003

\$1b specialty store division with 600 stores in US and Canada. <http://www.footlocker-inc.com>

Responsibilities:

- Reported to the President as a key member of the 9 person Champs Sports Executive Team (CET).
- Developed the 3-year strategic plan and the 1-year category level product plans.
- In season management of company Forecast, Gross Margin and Open to Buy.
- Member of the Corporate Merchandise Systems Steering Committee.

Achievements:

- Division exceeded Sales & Gross Margin Plan in both 2001 and 2002.
- Developed participation of Private Label Brands across departments.
- Instigated new planning process at Champs that was adopted as model for the corporations other divisions.
- Implemented New Store Opening procedures / checklist.
- Introduced Space / Location / Fixture Planning principles to both Allocation and Planning Teams.
- Voluntary turnover for the Champs 17 person planning team was zero during my tenure.

DIRECTOR, CFT Retail Solutions, a part of answerthink

1999 ~ 2000

Retail Specific Consulting Practice with 200 consultants. <http://www.answerthink.com>

Responsibilities:

- Project Director of multiple projects at one time.
- Project Manager for large-scale implementation projects.
- JDA Contact Lead for the retail practice.
- Retail practice representative for the Office of Risk Management.
- Key representative at retail trade shows.
- Contributor to, and reviewer of, all major retail project proposals.

Achievements:

- All projects completed on time.
- All projects completed either on or under budget.
- Follow-on work secured at all clients.

MERCHANDISE CONSULTANT, retained by Iwataya Department Store Co. Ltd., Japan

1996 ~ 1999

Independent Japanese Department Store Chain (now part of Isetan), 8 stores. <http://www.iwataya.co.jp>

Responsibilities:

- Worked Hands-On with Buyers on a daily basis to review assortments, buys and to oversee OTB Management.
- Created a comprehensive Training Program for Buyers and their immediate line managers (Train the Trainers).
- Evaluated current Merchandise practices and presented Case for Action based upon US best practice review.
- Developed, piloted, and then oversaw the implementation of, chosen solutions.

Achievements:

- Trained complete team of 28 buyers for Z-Side store, which opened in 1996. This was the 1st non-consignment department store in Japan.
- Worked with the Japan Department Store Association and Isetan to develop private label buys across independent regional store chains.
- Improved GM by 3%.
- Reduced stock outs by over 50% (from 14% to 6%).
- Developed comprehensive Merchandise System Requirements documentation to enable Hitachi to build a new system.

JANE HUNTER (continued)

MERCHANDISE CONTROLLER, Edinburgh Woollen Mill Ltd., UK.

1991 ~ 1996

220-store specialty retailer focused on small market towns and tourist locations, including visitor centers. 80% of range was private label. <http://www.ewm.co.uk>

Responsibilities:

- Developed product plan down to category level.
- In season management of company Gross Margin, Open to Buy and Allocation & Replenishment Strategy.
- Booked all apparel production, cloth and yarn for domestic factories. Planned and executed all product buys.
- Managed a team of 20 Merchandise Planners and Allocators.

Achievements:

- Introduced successful key item programs and revolving promotional strategy.
- Successfully developed process to support operations growth from 86 to 220 stores.
- Managed 53 store openings and the acquisition of a 35-store chain in same year.
- Successfully developed, recruited and retained an excellent team despite remote location.
- Introduced Plano-grams, marketing calendar and "product bible" for all stores.
- Developed opportunity buy program for outlet operation and established new distribution process for these special buy containers.

WATCH BUYER, H. Samuel Ltd. wholly owned subsidiary of Signet Group, UK.

1991

Established UK jewelry retailer, 400 stores. <http://www.signetgroupplc.com>

PLANNER - Private Label Apparel & Jewelry, Next Retail Ltd.

1988 ~ 1990

UK's most successful Private Label Fashion Retail and Catalogue operation, 330 stores. <http://next.co.uk>

EDUCATION

Leeds Metropolitan University, England. BA - Bachelor of Arts Degree
Major: Fashion Design and Clothing Technology.

1987

Fulford Comprehensive School, England. (4 "A", 1 "AO" & 8 "O" Levels)

1983
