

Christina M. Sullivan

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Education

University of Missouri – Columbia

Graduated May 2008

Bachelor of Science in Human Environmental Sciences

3.35 Major GPA/

Major in Textile and Apparel Management

2.96 Cumulative GPA

- Dual emphasis in Apparel Marketing and Merchandising, and Apparel Product Development and Management

Minor in Business

Honors and Awards

University of Missouri – Columbia

2008 Chancellor's Excellence Award for Most Outstanding Large Student Organization

- Awarded to Association of Textile and Apparel Management for excellence in leadership, multicultural, and involvement during Presidential term.

Eunice Smith Scholarship in the College of Human Environmental Sciences 2007 –2008

- Awarded to two students for demonstrating excellence in academic work and leadership activities.

Professional Experience/Leadership

BCBG MAXAZRIA July 2008 – Present, Palo Alto, California

- **Manager Keyholder**
 - Responsible for maximizing sales by analysis of store's and Associates' statistical performance.
 - Assist in developing action plans to achieve sales goals.
 - Train Sales Associates and provide feedback and motivation to help them excel in their position.

Saffees Clothing Design Spring 2008, University of Missouri – Columbia

- Designed jacket line for missy customer. Featured in Jefferson City, Missouri store in Fall 2008.

Build a Bear Workshop Clothing Design Spring 2008, University of Missouri – Columbia

- Designed summer outfit for BBW Corporate that will be featured in BBW stores in 2009.

Teaching Assistant for Apparel Production Spring 2008, University of Missouri – Columbia

- Chosen by professor to guide students in constructing garments and learning hand stitches.
- Sole instructor for the lab section of course.

Dillard's Buying Office Internship June 2007 – August 2007, St.Louis, Missouri

- Selected by manager to create Fall 2007 Missy Denim Handbook which contained all styles of denim available in the Missy Department and was distributed to all stores in district for sales managers.
- Analyzed predicted and actual sales figures to determine effectiveness of product selections and to make style predictions for the next season's purchases.
- Negotiated collection/core items with vendors and distributed markdowns to all district stores.

Langsam Faculty Appreciation Award Committee 2007, 2008, University of Missouri – Columbia

- Chosen by Dean of the College of Human Environmental Sciences and Department Chair of Textile and Apparel Management to lead a committee of four in honoring two outstanding faculty members.

Dillard's Management Internship June 2006 – August 2006, Overland Park, Kansas

- Distributed and confirmed store markdowns and managed employee monthly schedules.
- Audited the semi-annual store inventory.
- Co-developed theme and gathered merchandise for the 2006 Kansas City Bridal Fair.
- Planned merchandise layouts by shop/color story, arranged fixtures, and executed floor moves.

Association of Textile and Apparel Management 2005 – 2008, Columbia, Missouri

The Association of Textile and Apparel Management is a University of Missouri – Columbia student organization that provides networking, community service, leadership, and social opportunities for students.

- **President** (2007-2008)
 - Chosen by department faculty and association members in annual election.
 - Provided overall direction, organized and led all officer and general meetings.
 - Coordinated officers and supervised service projects and other activities.
 - Enforced the Constitution and Bylaws and maintained the organization's integrity.
- **Marketing Officer** (2006 – 2007)
 - Chosen by department faculty and association members in annual election.
 - Led marketing committee meetings.
 - Directed responsibilities to the 30+ marketing committee members.
 - Mentored entering Textile and Apparel Management freshman.
 - Designed banners and signs for various events.

MU Entrepreneurs April 2006 – October 2006, Columbia, Missouri

The MU Entrepreneurs is a student-run University of Missouri-Columbia charter of the Collegiate Entrepreneurs Organization (CEO) and Students In Free Enterprise (SIFE).

- Merchandise Coordinator for the First Annual Habitat for Humanity Fashion Benefit
- Chosen by association members in annual election
- Organized and directed merchandising committee meetings
- Co-designed layout of fashion show and solicited donations from local companies.

Bath & Body Works May 2004 – January 2006, Zona Rosa, Kansas City, Missouri

Selected by manager to handle all returns and cash register issues, in addition to daily responsibilities of customer service and creating visual displays.

Community Involvement

Association of Textile and Apparel Management

- **Coat Drive** September 2007 – May 2008
 - Providing gently used coats for low income people who need to keep warm during the winter months.
- **Cinderella Donation Project** January 2007 – May 2008
 - Providing formal gowns for low income girls who wish to attend prom. 2007 Marketing Coordinator for the project.
- **Denim Day** January 2007 – April 2008
 - Rape awareness event. 2007 Marketing Coordinator for event.
- **Preemie-Gowns and Blankets Donation** November 2006 – April 2008
 - Construct garments for the University Hospital.

Caring for Columbia

- Volunteer at the Community Nursery School April 2008
- Volunteer at the American Red Cross April 2007
- Volunteer at the Central Missouri Food Bank April 2006

State 4-H Fashion Revue Judge

September 2005

4-H is a youth organization that strives to develop citizenship, leadership, and life skills through experiential learning programs. The Fashion Revue is a competitive event for youth in 4-H clothing and textile projects.

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