

**Chapter 23 Purchasing
Career Chatroom Career Profile**

Alese Kern

Assistant Buyer, Forman Mills Clothing Factory Warehouse

Q What do you do at work?

A I am responsible for selecting products, creating and maintaining relationships with vendors, keeping up to date on fashion trends, updating merchandise assortments, and assisting in negotiating buying terms with vendors in terms of price, quantity, and delivery terms. Also, I maintain all systems and reporting, manage the receipt flow, and manage allocations to accommodate the needs of all the stores.

Q What was your first job in marketing?

A My first and current job directly out of college is an assistant buyer of men's furnishings and hosiery for Forman Mills, Inc.

Q What skills are most important to you?

A Excellent communication skills, eagerness to learn and grow, and time management are very important to me and to my job.

Q What is your key to success?

A My key to success is doing a job you love and are passionate about.