Derek Okonkwo

Sales Merchandiser

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SKILLS

- Merchandising
- Order Writing
- Product Placement
- Promotional Displays
- Inventory Management
- Account Management
- Microsoft Excel
- Customer Service
- Time Management
- Attention to Detail

EDUCATION

Associate of Science 05/2025

Georgia Piedmont Technical College

Clarkston, GA

Business Administration

CERTIFICATES

Valid Georgia Driver's License, Clean Driving Record

03/2021

Georgia Department of Driver Services

SUMMARY

Sales Merchandiser with 2 years in snack and grocery merchandising, covering 15 supermarket and convenience accounts in metro Atlanta. Writes suggested orders, sells promotional displays to store managers and keeps product placement on plan. Strong time management on a tight route and customer service that keeps store teams granting extra shelf space.

EXPERIENCE

Sales Merchandiser

06/2025 - Present

Peachtree Snack Distributors — Atlanta, GA

Direct-store-delivery distributor of salty snacks and crackers to 300+ Georgia retailers.

- Manage **15** supermarket and convenience accounts, growing route sales 11% over the prior year.
- Write suggested orders from shelf counts and sales history, holding out-of-stocks under 3% on the route.
- Pitch promotional displays to store managers, landing 40 extra secondary placements during football season.
- Check product placement against category plans on every visit and correct missing price tags on the spot.

Merchandising Associate

07/2024 - 05/2025

Southern Pantry Grocers — Decatur, GA

Part-time role at a 6-store regional grocery chain while finishing an associate degree.

- Replenished dairy and frozen sections on overnight shifts, moving **800** cases per week.
- Rotated perishable product daily by date code, cutting dairy shrink by 12% over one year.
- Answered shopper questions and placed special orders for 15+ customers a week.
- Counted backstock weekly in Microsoft Excel to support inventory management and reorder points.