Saks Fifth Avenue Executive Excellence Program

This summer I was an intern in the Executive Excellence Program at Saks Fifth Avenue. This internship was a structured program that offered a mix of on-the-job training, roundtables with senior executives, classroom lectures, and hands-on learning projects. I was placed in a planning office with a supervisor and team members that helped to teach me throughout the internship. The program is the first step towards becoming a merchant at Saks Fifth Avenue, which encompasses both the buying and planning aspect of retail. These two job roles work together to ensure that the right merchandise is placed in the right location at the right time in order to achieve the best customer experience.

During my internship, I had the opportunity to create and present my plan to expand the Burberry Kids replenishment program by an additional 1.1 million dollars. I met with buyers and planners to understand the background of the kids’ clothing industry and the placement of Burberry as a brand at Saks Fifth Avenue. After analyzing the sales data and inventory levels, I was able to predict the future sales of the items for the upcoming season taking into account the anticipated growth of the brand. I presented my plan to the Burberry Kids buying and planning team. This project allowed me to experience the entire process of developing projections for a specific key vendor.
My experience at Saks Fifth Avenue helped me to understand the importance of cultivating relationships with those in and out of one’s department. This summer I learned so much from asking questions from others. Learning to develop these working relationships and finding the appropriate time to ask questions was a huge component of my learning development.

Finding temporary summer housing in New York City can be difficult. I would suggest renting a dorm room from a university, such as New York University or the Fashion Institute of Technology. It is extremely important to start looking for housing early.

Interning for Saks Fifth Avenue was a great opportunity that provided a great combination of structured training with the HR department and hands-on experience working as a team member of a group. My supervisor allowed me to truly work as a contributing member of the team and experience what it would be like to work at Saks Fifth Avenue after graduation.

Experiencing the planning role within a major luxury retailer allowed me to combine my analytical background with my love of the fashion industry. The Executive Excellence Program was an extensive training experience that provides a great entry point into Saks Fifth Avenue and the world of luxury retail.