

Tia (Justine) Browsh

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I turn data about dresses into dollars by driving data-backed, decisive actions.

PROFESSIONAL EXPERIENCE

Nordstrom — Assistant Buyer, Dresses Dec 2022 – Present

- Own in-season strategy and day-to-day execution for a \$200M Dresses business, balancing sales, margin, and inventory risk across a complex vendor matrix.
- Orchestrated Anniversary '24 in-season strategy, delivering \$8M in sales (+13% YoY) and codifying a repeatable playbook.
- Piloted formalwear markdown guardrails (25% first-mark cap and racking) to strengthen lifecycle control while protecting gross margin.
- Delivered a dropship diagnostic for daytime dresses; identified demand blockers and delivered an action plan to diversify suppliers, rebalance price points, and accelerate onboarding.
- Drove disciplined buy/sell/trade to reduce excess risk and improve inventory health.
- Partnered cross-functionally to improve merchant tools and processes; served as UAT SME to ensure solutions fit real workflows.
- Peer mentor and educator; presented "Art of the Site-Quality Audit" to >100 assistants and coached teammates on in-season execution.

Nordstrom — Merchandise Analyst — Men's Better Apr 2021 – Dec 2022

- Analyzed weekly sales, inventory, and performance reporting to identify trends, risks, and in-season action opportunities.
- Addressed root causes of high PO write-offs by partnering with suppliers and internal teams; reduced write-offs from 6% to 1.6% in three months.
- Worked across inventory, supply chain, and digital to ensure clean order-to-site flow with fewer handoffs and less rework.

Nordstrom — Merchandise Specialist — Men's Oct 2020 – Apr 2021

- Supported item setup, maintenance, and purchase-order accuracy across merchandising systems.
- Ensured clean, accurate data flowed downstream to support timely execution and inventory movement.
- Built early insight into how small upstream issues create outsized downstream impact.

Neiman Marcus Group — Visual Merchandiser Sep 2019 – Sep 2020

- Executed corporate visual standards while adapting to store-level constraints, balancing brand consistency with operational realities.

Jack Henry, Ltd — Owner Jul 2002 – Dec 2011

- Founded and operated an upscale women's boutique; owned buying, financial planning, vendor relations, and customer experience end-to-end.
- Collaborated with emerging designers to refine fit and quality, improving sell-through and brand differentiation; business featured in 50+ media outlets.

EDUCATION

Pomona College — BA, Media Studies

Fashion Institute of Technology — AAS, Fashion Merchandising Management