

TOWN OF WILTON
BOARD OF SELECTMEN

BOARDS AND COMMISSIONS
CANDIDATE APPLICATION

All candidates who wish to be considered for appointment to a non elected Board or Commission or appointed to a vacancy on an elected Board filled by the BOS must complete this application. Where appropriate, candidates may choose to reference an attached resume, containing the required information.

Board or Commission: Housing Committee
Candidate: Ryan D Sullivan
Contact information: (917)-929-7242 or ryansullivan@bhhsne.com
Political Affiliation: Democrat
Addresses for the last 10 years:
2 Richdale Drive, Wilton CT 06897
Employment history for the last 10 or more years:

Berkshire Hathaway Home Services

Post high school degrees and certifications:
Macy's Inc.

Wilton town or community volunteer positions for the last 10 or more years:
Bachelor's Degree

Volunteer positions outside of Wilton for the last 10 or more years:
Wilton Helping Hands
Sunshine Kids

Please attach a statement including, at a minimum why you are seeking the appointment and your qualifications for the appointment.

United Way NYC, NY

Please submit this application and, if applicable, your petition to the First Selectman's office. Once all applications are received, interviews will be scheduled.

Wilton CT Housing Committee

To whom it may concern,

I wanted to take this opportunity to express my sincere interest in joining the Housing Committee for the town of Wilton. I have lived in the town for over 7 years now – I spent the first 5.5 years commuting into NYC for work up until 1.5 years ago. I finally made the decision to end my 3-hour daily commute and become a Real Estate agent here in Wilton.

I was extremely lucky to join Peg Koellmer's team at Berkshire Hathaway Home Services. This transition has allowed me to finally begin to get to know the town of Wilton, the residents and really how much the town has to offer. I have loved the past year and a half working in Real Estate – being able to make someone's dream come true with their first home purchase or by selling a client's home allowing them to follow the path ahead of them.

Being a Real Estate agent, I believe, will only benefit the Housing Committee tremendously – giving the committee inside access and knowledge of what is truly going on in the market. I will bring that experience and knowledge with me if you decide to hire me for the position.

Please let me know if you have any questions or would like any additional information. I look forward to the potential opportunity to work with you.

Thank you so much.

Sincerely,
Ryan Sullivan

RYAN D. SULLIVAN

917-929-7242 | Wilton, CT 06897 | Sullivan.Ryan.D@gmail.com | [LinkedIn](#)

Professional Overview

BERKSHIRE HATHAWAY HOME SERVICES

2019-CURRENT

Real Estate Agent

- Managed to build \$5M in sales during my first year in real estate.
- Work very closely with the leaders in my office to better connect with the community after transitioning from working in NYC full time to working in Wilton full time as a Real Estate Agent.
- Attended local events (prior to COVID) to meet and engage with the community.

MACYS INC:

2005 to 2019

Director - Omni Planner,

February 2016 – May 2019

Men's Dress, Fashion & Casual Shoes ~

Managed a \$350M business comprised of 4 departments and 100 vendors.

- Led integration of Dress, Fashion, and Casual shoes into one holistic office, creating a “customer-first” experience.
- Grew Men's Shoe Market share from 2.5% to 3% through updated merchandising strategies, overhaul of shoe assortments and location specific strategies.
- Created succession plan for planning team and developed associates/assistants, which led to 25 promotions.
- Redefined sales/planning organization by establishing work atmosphere rooted in driving profitable sales by channel.
- Increased profitable replenishment penetration to 42%, up from 20% in 2016.
- Led and developed a planning team of 6 direct reports.

Director - Omni Planner,

March 2015 - February 2016

Men's Dress & Casual Shoes ~

Managed a \$235M business comprised of 2 departments and 75 vendors.

- Developed and managed all financial components of chain-level seasonal merchandise plans that supported product and financial strategies at the department, vendor and class level.
- Conducted continual location analysis by region, climate and volume group to identify sales opportunities; acted proactively to drive sales and margin in both Dress & Casual Shoe Departments.
- Collaborated regularly with buying, inventory planning, MMG, RWI and vendor community in efforts to drive sales and capture market share.

Director - Omni Planner,

February 2014 - March 2015

Men's Fashion Shoes ~

Managed a \$125M business comprised of 25 vendors.

- Partnered with the Regional Planning Managers to create a “Must Have” strategy that drove \$3M in incremental sales.
- Executed strategies to drive an annual sales increase of +6% to LY.
- Instilled a culture of cross-functional collaboration between buying and planning functions.
- Transitioned seamlessly from the Home store to Men's Shoes.

Director - Planner,

December 2011 - February 2014

Bath, Macy's Home Store ~

Managed a \$140M business comprised of four departments across varied product categories, including Towels, Rugs and Accessories.

- Drove increased sales and margin across the four bath departments by developing and executing proactive, sales-driving plans rooted in analysis at the region, climate, and volume group level.
- Developed and managed all financial components (sales, receipts, stock, MDs and GM) of Chain level seasonal merchandise plans that supported product and financial strategies at the department, vendor and class level.
- Partnered with Inventory Planning on launch of new replenishment system (Foresight) to ensure a successful, seamless transition.
- Collaborated closely with buying, inventory planning, MMG, RWI and vendor community in efforts to drive sales and capture market share.

Other Roles:

- **Associate – Planner, Moderate Cookware & Bakeware, Macy’s Home Store (2009-2011)**
- **Assistant – Merchandiser, Young Men’s – Macy’s Merchandising Group (2006-2008)**
- **Assistant – Buyer, Better & Junior Dresses – Filenes (2005-2006)**

Education

Bachelor of Arts Degree, Business Administration – St Andrew’s University, Laurinburg, NC