

Graduate Profile – Kit Williams

Stream: Dick Smith Buying

Program Intake: 2009

Degree: Bachelor of Business

Position Prior to Graduate Role: Dick Smith Store Manager



1. Why did you select to apply to the Woolworths Graduate Program?

What appealed to me most was the opportunity to use the knowledge I had acquired whilst working in stores in our Dick Smith support office, supporting our 365 stores nationwide. I entered the Graduate Program with expectations of being able to drive sales and profit in the categories I am responsible for. I am happy to say that to date my expectations have been exceeded.

2. What would be your key achievement to date / proudest moment on the program?

My proudest moment was having the opportunity to step up and fulfil the role of a Buyer (6 months relief) only after being positioned in the support office for 6 months. Pleasingly, in the short time I was in the role I achieved double digit growth, budgeted profit and sales. I also left the portfolio in an excellent position to take advantage of Father's day and Christmas with many deals in place.

3. Where do you see yourself in 5 years? How do you believe this program is preparing you for this?

In 5 years I see myself as a Senior Buyer / Business Manager within the Woolworths business. The Graduate Program has helped, and continues to help me immensely, giving me the opportunity to network with senior people within our business. Many of these senior people have made it clear that they are watching our progress and are helping to ensure we are given every opportunity to achieve in the business.

4. How would you describe the culture and working environment within your area of work?

The Dick Smith buying group is a tight knit group who all get along really well. You can often find groups of 4 or 5 people informally discussing strategy around; new products, upcoming promotions or instore execution, which has given me a great opportunity to learn and give input. The group is hard working and work to ensure that deadlines are met and our stores are supported with stock, promotional support or product / vendor related information, in a timely manner.

5. Describe what the program has looked like so far.

To date I have undertaken two roles as a Merchandise Assistant within two portfolios. The first portfolio included the categories of Health and Wellbeing, and AV Accessories. The second portfolio included the categories of Mobile Phones, Mobile Broadband, and Mobile Recharge.

I am currently in the role of Promotional Coordinator for our Entertainment Group (which includes Televisions, MP3 Players, Gaming, and Accessories). In these roles I have experienced; range reviews, purchasing stock, managing open to buy, managing promotions, negotiating with suppliers and creating communications for stores.

6. What advice would you give others considering applying for the program? Who would you recommend the program to?

If you are ambitious, enjoy working in a team, are customer focused, enjoy negotiating, have excellent people skills, and are passionate about supporting our stores to better serve our customers, then you should definitely apply for the Buying Graduate Program.