

JOHN DOE

Anytown, USA

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SUMMARY

Dedicated and experienced supply chain professional with diverse background seeking an opportunity to build upon passion for the outdoor sports industry. High performer with proven track record of exceeding organizational and self-appointed goals and targets.

EXPERIENCE

SportsNutrition Corp

April 2015 - Present

Supply Chain & Procurement Senior Analyst

December 2016 - Present

Sales & Operations Analyst

April 2015 – December 2016

Developed a comprehensive understanding for supply chain management; specifically forecasting, manufacturing, inventory management, and distribution of raw and finished goods, and the importance of maintaining strong communication and relationships with key internal and external stakeholders.

- Forecasted inventory of over 150 SKUs for worldwide distribution, with weekly sales ranging from \$4M-\$10M.
- Managed inventory decrease of \$13M through SKU rationalization, inventory liquidation, and improved forecasting techniques.
- Developed and managed on-time delivery schedules of finished goods from multiple suppliers.
- Successfully supported transition of MusclePharm brand through a significant manufacturer changeover through ramp up program.
- Improved fill rate from 67.6% to 85.5% quarter-over-quarter while maintaining optimal inventory levels of top selling SKUs.
- Established and generated daily inventory reports for company-wide distribution including an available-to-promise report, which increased sales by 10%.
- Scheduled trucks and maintained suppliers' floor stocks to ensure proper stock was delivered to distribution warehouses on time and in full.

Outdoor Mountain, LLC

2011-Dec 2014

Retail Store Manager,

Feb 2012-Dec 2014

Retail Store Supervisor

2011 – 2012

- Managed Marmot's flagship store in Aspen, offering a wide selection of performance-driven, technical outdoor clothing and equipment.
- Responsible for recruitment of new employees, reviewing candidate applications, scheduling and performing interviews, and coordinating reference and background checks.
- Completed proper new hire documentation, conducted orientation, and oversaw new hire training. Completed performance evaluations where necessary.
- Responsible for year-over-year sales growth of 13.5% for 2014, 7.05% for 2013, and 12.8% for 2012.
- Utilized Microsoft Store Manager software to analyze monthly sales trends, address inventory issues, and complete new inventory and weekly replenishment orders.

KEY SKILLS & CORE COMPETENCIES

- Product Forecasting
- Inventory Management
- Written & Verbal Communication
- Critical Thinking
- Management of Multiple Priorities
- Top Tier Relationship Management
- Advanced Microsoft Excel Skills
- Leadership & Teamwork

EDUCATION

University of Redlands, Redlands, CA (2006 – 2010)

- Bachelor of Science, Business Administration