

Skilled Operations, Revenue, and Sales Manager

Accomplished sales business manager and business analyst with over 10 years of progressive experience facilitating the success of organizations through efficient business and operational leadership. Adept at translating technically complex concepts into clear operational practices. Skilled communicator, who is proficient at collaborating with stakeholders to achieve operational success. Proven leader seeking an engaging director role.

Proficiencies

Key Skills: Business Analysis, Data Management & Financial Analysis, Project & Schedule Management, Relationship Building, Budget Coordination, Advanced Customer Service, Direct Communication, Advanced Sales, Purchasing & Operations Management

Career Experience

Sales Business Manager, Lipman Brothers, LLC

01/2018 to Present

Created and lead a new, aggregated department heavily focused on revenue management and pricing strategy. Responsibilities as leader of the new department included pricing strategy, supplier accounts receivable & compliance, sales, sales operations, and billing. Improved incentive and market awareness POS tracking, as well as print shop and contract management through the introduction of a new, streamlined software program. Acted as primary supplier and product costing manager; report on cost changes and make price changes in accordance with those changes.

- Act as cross-functional liaison between sales & other departments due to in-depth operations understanding.
- Key account manager for our top 2 largest off premise accounts in our East and MTN divisions
- Enhanced billing and supplier accounts receivable by simplifying processes and restructuring the team
- Implemented Industry leading pricing software – Vistaar DPM Solution
- Increased company margin percentage by adding a new pricing strategy and depletion allowance growth
 - Spirits and Wine division margin grew % by 36bps

Business Analyst, Lipman Brothers, LLC

01/2017 to 01/2018

Collaborated with the accounting department on finance audits. Upgraded and simplified a variety of accounting and operational processes, including invoice and freight payment review, as well as sales compliance guidelines.

- Guided a comprehensive warehouse slotting project, which readjusted mods & bulk storage.
 - Achieved a 12% oddball pick percentage, versus 22% before realignment.
- Developed a more all-inclusive internal pricing tool while leveraging VBA.

Market Analyst, Lipman Brothers, LLC

01/2016 to 01/2017

Played the role of internal contact for Lipman's largest supplier, as well as reported such metrics as PODs, pricing surveys, DNSV, and BATF. Governed all brand activation programs and events for the Bulleit Society & Crown Bags for the Troops.

- Was accountable for tracking key performance metrics such as GSC, incentives, H1/H2, and fiscal year.

Purchasing Analyst, Lipman Brothers, LLC

01/2015 to 01/2016

Collaborated closely with the sales team to improve organizational efficiency, as well as provide sales more input into purchasing decisions. Established communication channels with the sales team to improve company performance.

- Reached lofty KPI goals, including a 97% in-stock rate, 11.7 turns a year, and a 11% overstock rate.
- Oversaw the management of 73% of the company's overall inventory, equaling to \$110 million yearly.
- Coordinated inventory levels for 8,500 product lines, including 32 international and 292 domestic suppliers.

Operations Analyst, Lipman Brothers, LLC

12/2012 to 01/2015

Supervised 4 direct reporting personnel focused on overseeing all routing, returns, breakages, and warehouse improvements. Lead the rollout and implementation of Lipman's routing software called RoadNet. Helped successfully open a new warehouse, with the aim of providing a key market area with the ability to better meet customer demand.

- Realized an on-time delivery score of 90% after implementing the re-routing project, the score was 70% before.
- Reduced overall fleet idling by 22%, from 35% down to 13%.

Education and Certifications

Bachelor of Business Administration in Economics, 2012, Middle Tennessee State University