



# MICHAEL ANDERSON

## REVENUE FORECASTING SPECIALIST

### CONTACT

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- San Francisco, CA

### SKILLS

- demand forecasting
- inventory management
- SAP
- data analysis
- stakeholder collaboration
- performance monitoring

### LANGUAGES

- English
- Spanish
- French

### EDUCATION

**BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION, UNIVERSITY OF CALIFORNIA, 2018**

### ACHIEVEMENTS

- Achieved a 15% reduction in stockouts through improved forecasting accuracy.
- Received recognition for outstanding teamwork in cross-departmental initiatives.
- Implemented a new forecasting tool that increased efficiency by 25%.

### PROFILE

Dynamic Revenue Forecast Analyst with extensive experience in the retail sector, specializing in demand forecasting and inventory management. Proficient in utilizing advanced analytics to enhance sales projections and optimize inventory levels. Demonstrates a strong ability to interpret market data and consumer trends to inform strategic planning. Known for fostering collaborative relationships with stakeholders to drive initiatives that support revenue growth.

### EXPERIENCE

#### REVENUE FORECASTING SPECIALIST

##### Retail Dynamics Corp.

*2016 - Present*

- Developed and maintained revenue forecasting models to optimize inventory levels.
- Collaborated with procurement and marketing teams to align forecasts with promotional campaigns.
- Utilized SAP and Power BI for data analysis and reporting.
- Conducted monthly reviews of forecast accuracy and implemented corrective measures.
- Facilitated training sessions for stakeholders on forecasting methodologies.
- Monitored key performance indicators to assess forecasting effectiveness.

#### JUNIOR REVENUE ANALYST

##### Market Insights Group

*2014 - 2016*

- Assisted in the development of revenue forecasts based on historical sales data.
- Performed data cleansing and preparation for analytical reporting.
- Utilized Excel and SQL for data manipulation and analysis.
- Supported the implementation of a new forecasting tool to enhance reporting capabilities.
- Engaged in cross-departmental projects to improve forecasting processes.
- Prepared reports and presentations for management review.