



Michael ANDERSON

SALES FORECASTING MANAGER

Results-oriented Sales Forecasting Analyst with a comprehensive background in financial modeling and market analysis. Expertise in employing advanced analytical techniques to forecast sales trends and inform corporate strategy. Demonstrated ability to synthesize large data sets into clear, actionable insights that drive business performance. Proven success in collaborating with cross-functional teams to enhance sales effectiveness and align forecasting with market dynamics.

CONTACT

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SKILLS

- financial modeling
- market analysis
- team leadership
- presentation skills
- forecasting software
- performance metrics

LANGUAGES

- English
- Spanish
- French

EDUCATION

**MASTER OF SCIENCE IN FINANCE,
UNIVERSITY OF CHICAGO, 2016**

ACHIEVEMENTS

- Increased forecasting accuracy by 40% through the implementation of new modeling techniques.
- Awarded 'Best Team Leader' for exceptional management of the forecasting team.
- Successfully launched a forecasting initiative that reduced costs by 10%.

WORK EXPERIENCE

SALES FORECASTING MANAGER

Innovative Solutions Inc.

2020 - 2025

- Led a team of analysts in developing robust sales forecasting models.
- Utilized financial modeling techniques to predict sales across multiple product lines.
- Collaborated with marketing to align promotional strategies with forecasted sales.
- Presented annual sales forecasts to the board of directors, influencing budget allocations.
- Implemented new forecasting software that improved accuracy by 15%.
- Established key performance metrics to evaluate forecasting effectiveness.

SALES ASSOCIATE

Retail Leaders

2015 - 2020

- Assisted in the development of sales forecasts based on historical sales data.
- Monitored sales performance against forecasts to identify discrepancies.
- Collaborated with inventory management to ensure alignment with forecasted demand.
- Participated in cross-functional teams to enhance sales strategies.
- Provided insights from sales data to inform product development.
- Developed training materials for new sales forecasting tools.