



# MICHAEL ANDERSON

## Senior Wholesale Manager

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### SUMMARY

Accomplished Wholesale Executive with a robust background in supply chain management and strategic sourcing. Expertise in negotiating high-stakes contracts and fostering relationships with key stakeholders to drive profitability and operational efficiency. Demonstrated ability to analyze market trends and consumer demands, translating insights into actionable business strategies. Proficient in utilizing advanced data analytics to optimize inventory management and enhance product distribution networks.

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### WORK EXPERIENCE

#### Senior Wholesale Manager Global Trade Solutions Inc.

Jan 2023 - Present

- Directed wholesale operations, achieving a 25% increase in revenue within two years.
- Negotiated supplier contracts, securing favorable terms and reducing costs by 15%.
- Implemented inventory management systems that decreased stock discrepancies by 30%.
- Analyzed market trends to inform product selection and pricing strategies.
- Led a team of 15 in developing training programs that improved sales performance.
- Established key performance indicators to monitor operational efficiency.

#### Wholesale Executive Premier Wholesale Group

Jan 2020 - Dec 2022

- Managed supplier relationships, enhancing collaboration and product quality.
  - Executed strategic marketing initiatives that expanded market reach by 40%.
  - Monitored inventory levels and optimized logistics for timely product delivery.
  - Developed comprehensive reports on sales performance for executive review.
  - Collaborated with finance teams to establish budgets and forecasts.
  - Facilitated workshops to align team goals with corporate objectives.
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### EDUCATION

#### Master of Business Administration, University of Chicago, 2014

Sep 2019 - Oct 2020

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### ADDITIONAL INFORMATION

- **Technical Skills:** supply chain management, contract negotiation, data analytics, team leadership, market analysis, inventory optimization
- **Awards/Activities:** Recognized as 'Top Performer of the Year' in 2020 for outstanding sales growth.
- **Awards/Activities:** Successfully launched a new product line, resulting in \$1M in sales within the first quarter.
- **Awards/Activities:** Reduced operational costs by 20% through process optimization initiatives.
- **Languages:** English, Spanish, French