



MICHAEL ANDERSON

Wholesale Trade Manager

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SUMMARY

Distinguished Wholesale Trade Manager with over a decade of extensive experience in optimizing distribution networks and enhancing supply chain efficiency. Proven track record of leading cross-functional teams to achieve operational excellence while driving revenue growth. Expertise in developing strategic partnerships with suppliers and clients, resulting in a significant increase in market share.

WORK EXPERIENCE

Wholesale Trade Manager Global Distribution Solutions

Jan 2023 - Present

- Led a team of 15 in managing a \$50 million wholesale operation.
- Implemented a new inventory management system that reduced stock discrepancies by 30%.
- Negotiated contracts with key suppliers, achieving a 20% reduction in costs.
- Developed comprehensive market analysis to identify growth opportunities.
- Streamlined logistics operations, improving delivery times by 25%.
- Conducted regular training sessions to enhance team skills and performance.

Supply Chain Analyst Retail Innovations Inc.

Jan 2020 - Dec 2022

- Analyzed supply chain performance metrics to identify areas for improvement.
 - Collaborated with vendors to optimize order fulfillment processes.
 - Assisted in the design of a new forecasting model that improved accuracy by 40%.
 - Participated in cross-departmental projects to enhance operational efficiency.
 - Managed inventory levels to minimize holding costs and maximize turnover.
 - Provided insights that led to a 15% increase in customer satisfaction ratings.
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EDUCATION

Master of Business Administration, Supply Chain Management, University of Michigan

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** Strategic Planning, Team Leadership, Data Analysis, Contract Negotiation, Vendor Management, Inventory Optimization
- **Awards/Activities:** Increased annual revenue by 35% through strategic partnership development.
- **Awards/Activities:** Recognized as 'Employee of the Year' for outstanding performance in 2019.
- **Awards/Activities:** Received the 'Excellence in Supply Chain Management' award from the National Association.
- **Languages:** English, Spanish, French