



Michael ANDERSON

WHOLESALE TRADE MANAGER

Dynamic Wholesale Trade Manager with a solid foundation in operational management and logistics, encompassing more than 9 years of experience in enhancing supply chain effectiveness and driving revenue growth. Known for a strategic mindset and the ability to implement innovative solutions that streamline operations. Proven skills in leading teams and managing comprehensive projects that align with corporate objectives.

CONTACT

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SKILLS

- Operational Management
- Logistics Optimization
- Team Leadership
- Performance Metrics
- Contract Negotiation
- ERP Systems

LANGUAGES

- English
- Spanish
- French

EDUCATION

**BACHELOR OF SCIENCE IN LOGISTICS
MANAGEMENT, TEXAS A&M
UNIVERSITY**

ACHIEVEMENTS

- Increased overall distribution efficiency by 22% over two years.
- Received the 'Outstanding Leadership Award' for team development in 2020.
- Implemented a customer loyalty program that boosted repeat business by 15%.

WORK EXPERIENCE

WHOLESALE TRADE MANAGER

National Wholesale Corporation

2020 - 2025

- Directed operations for a regional wholesale center with annual sales exceeding \$60 million.
- Implemented logistics strategies that reduced shipping costs by 18%.
- Managed a team of 12, focusing on performance and development.
- Established key performance indicators to track operational efficiency.
- Engaged in contract negotiations that enhanced supplier relationships.
- Facilitated workshops to promote team collaboration and innovation.

OPERATIONS SUPERVISOR

Wholesale Supply Chain Services

2015 - 2020

- Supervised daily operations for a logistics team, ensuring timely deliveries.
- Monitored inventory levels to prevent stockouts and overstock situations.
- Developed process improvements that enhanced customer satisfaction.
- Collaborated with sales teams to align supply and demand.
- Trained new hires on operational protocols and safety procedures.
- Assisted in the implementation of a new ERP system to streamline operations.