# Core Competencies

Entreprenurial and growth mindset with the drive to make a positive impact in my work and alongside those I work with. Excellent ability to work independently in high-pressure situations and in cross-functional teams. Meeting client and customer needs through negotiations, well-managed inventory, and excellent customer service.

ü Forecasting ü Account Management ü Efficiencies ü Sales ü Analysis ü Optimization

# Professional Experience

## RE/MAX Above & Beyond – *Middleburg Heights, Ohio* July, 2020 - Present

Licensed Realtor

**Key Contributions:**

* Prepare CMA’s, analyze current market conditions, and negotiate price in purchase of a property
* Prepare real estate related documents to facilitate a transaction
* Guide, mentor, and teach clients about one of their largest investments - their home

## Darice Inc. - *Strongsville, Ohio* July 2017 – May 2020

Global Procurement & Planning Analyst (July 2017-May 2018)

**Key Contributions:**

* Fostered supplier relationships while developing customer private brand items and sets
* Oversaw the entire lifecycle of a new product line for key customer accounts from the inception (vendor selection) to when the customer received the final product
* Managed the distribution of warehouse goods to the multiple different customer warehouses
* Team member that selected, consolidated, and analyzed vendors to streamline the ordering process and to meet high MOQ orders
* Managed key customer accounts by planning demand, establishing program creation, determining initial order quantities, and proactively identify gaps in the supply chain
* Created initial order quantities for new items and suppliers
* Co-managed the financial impact of new customer sets

Replenishment Analyst (May 2018 – May 2020)

**Key Contributions:**

* Responsible for ordering around 100,000+ items in various different product categories for customers across the wholesale, retail, and ecommerce sales outlets
* Engaged with foreign and domestic suppliers to make sure PO’s were accurate and on schedule
* Created ad hoc reports and spreadsheets upon request for information and for the organization/ automatization of the department and for item resourcing initiatives
* Utilized ERP system, forecasting system, self-made spread sheets, and reporting software to look for systematized gaps to improve departments efficiencies
* Created initial order quantities for new items and suppliers

# Education

## Davis College, *Toledo, Ohio*

Real Estate Salesperson Certificate, 2020

* + Real Estate Law, Real Estate Principles & Practices, Real Estate Finance, Real Estate Appraisals

## Bowling Green State University, *Bowling Green, Ohio*

Bachelor of Science in Business Administration, Supply Chain Management, 2017

* + Relevant Coursework: Logistics, Quality, Materials Management, Supply Management, Strategic Sourcing, Excel, Access, Entrepreneurship

## Cincinnati State Technical & Community College, *Cincinnati, Ohio*

Relevant Coursework: General Education, Accounting

# Technical Skills

Infor M3, Infor DMP, Crystal Reports, Qlik View, Microsoft Office (Excel, Word, Outlook, PowerPoint, Access), Booj, Akron/Cleveland MLS, Canva, Dotloop, Showingtime, Squarespace

# Certifications/ Accomplishments

Assistant Boys Soccer Coach, Berea-Midpark High School

Akron-Cleveland Association of Realtors

Surge Scholar Award

Cincinnati State Soccer Scholarship