

# MATT L. MILLER

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## **OBJECTIVE:**

To secure a position in a Demand Planning and Supply Chain Management environment with a growth oriented company, where proper inventory analysis coupled with innovative problem solving are key drivers to the overall company success.

## **WORK EXPERIENCE:**

*Daisy Brand* - Dallas, Texas

**2003 to Present**

### **SENIOR FORECAST ANALYST**

#### **Vendor Managed Inventory**

- Currently Manage 16 vendor Vendor Managed Inventory Accounts, with yearly sales of over \$ 24 million.
- Manage promotional and seasonality index for each SKU at each distribution center. Use trend analysis, competitor price studies, promotional analysis, and historical data to help fine tune the base-line and promotional forecast.
- Managed the first Vendor Managed Inventory account at Daisy Brand, and helped to build the processes and procedures for future customers.
- Work on team that creates the Vendor Managed Inventory presentations for new prospective accounts.
- Manage and forecast for accounts in new Daisy Brand markets, such as the Pacific Northwest and the Northeast.
- Specialize in working with wholesalers such as Associated Wholesale Grocers, Supervalu, and C & S Wholesale. These wholesalers have up to 10 different grocery chains at each location each with unique promotional plans.
- Previously worked on Wal-Mart and Sam's accounts, with proficiency in Retail Link and 2-tier purchasing system.
- Manage each account to agree upon goals on service level, inventory turns, and unsaleable percent of total sales.

#### ***Accomplishments:***

- Numerous customers' recognitions for high in-stocks, high inventory turns, exceptional customer service, and timely expediting of emergency orders.
- Last 52 weeks performance - Overall service level 99.1%. Overall inventory turns 41.4. Unsaleable 0.45% of sales.

#### **3<sup>rd</sup> Party Hub Management**

- Manage Hubs in Winchester, VA and Winterhaven, FL with total yearly volume of 4.4 million in cases moved and \$86 million in gross sales.
- Manage Daisy Brand's first 3<sup>rd</sup> party seasonal Hub in Phoenix, AZ. Management included initial inventory levels, cumulative promotional activity, holiday seasonality review, and the inventory exit strategy to minimize destructions.
- Worked on project team to create, implement, and trouble shoot the "Hub Manager" program designed to automatically generate inbound orders to the 3<sup>rd</sup> party Hubs.
- Control inbound orders and inventory at Winchester, VA hub prior to implementation of "Hub Manager" system.
- Manage all outbound orders at 3<sup>rd</sup> party Hubs including the resolution of shipping errors, product damages, and expedition of rush orders.
- Work on reduction of product loss, destructions, and damages with the Hubs to minimize cost of doing business.

#### ***Accomplishments:***

- Resynchronized inventory with the Winchester Hub after a two week computer failure at their facility. Researched all transactions for the two weeks period, and work through discrepancies till both systems inventories matched.
- Facilitated change at Winterhaven Hub which caused a decrease of 60% in product destruction due to aging. This was done by reviewing days of supply targets on slower moving items to eliminate overstock due to over allocation.

**Additional Responsibilities**

- Account Manager for 20 additional accounts. Duties include order review, price verification, processing rush orders, expedite orders, handle orders changes, and coordinate shipments with individual Hub Managers.
- Lead trainer for all new Analyst. The training includes reviewing basic forecasting concepts, usage of the Clear Day forecast system, promotional management, seasonality index review, forecast spreadsheet user training, ERP training, basic order management, and fostering of applicable problem solving skills.
- Host the Customer Relation department’s part of the “Daisy Brand 101” training for all new employees. This is an overview of our department’s responsibilities, and how our department helps Daisy Brand achieve company goals.
- Manage the Retail Team/Customer Relations Synergy project. This project facilitates useful communication. For example I provide out of stock reports to the Retail Team for answering Dairy Managers questions during store visits.
- Primary backup for Daisy Brands Consumer Line, which entails answering consumer questions, handling consumer problems, and consumer education on different aspects of our product.

*JC Penney - Plano, TX*

**1999 to 2000**

**CATALOG INVENTORY ANALYST**

- Control of \$50 million in Annual sales for JC Penney’s catalog shoe division.
- Manage inventory for over 20 catalogs a year, with activity ranging from 4-week runs to full 36 week runs.
- Use fashion trends analysis, sales history, product presentation, seasonality curve analysis, catalog sales life index, and shoe size split analysis to forecast future sales for up to 100 SKU’s per catalog.
- Work with vendors and retail store partners to react quickly to a product that exceeds sales projections.
- Adjust supply chain plan per SKU to assure proper inventory levels are kept among the 6 catalog distribution centers.

**Accomplishments:**

- Lowered lost sales percentage from 17.1% to 10.6%. The company goal is 10%, with Shoe Divisions goal being 12%.
- Improved vendor relations by partnering with the vendor to solve current issues with a focus on future success versus past difficulties.

*Daisytek International - Plano, Texas*

**1996 to 1999**

**SENIOR REPLENISHMENT BUYER**

- Control computer supplies inventory of \$12 million annual sales with a focus on keeping inventory carrying cost low and the fill-rate high.
- Manage over 8,000 different SKU’s ranging from high volume to special order products.
- Supervise 3 junior buyers who control a combined \$10.5 million in annual sales. Management duties include performance reviews, weekly check of key benchmarks, and help in problem solving on difficult inventory issues.
- Work closely with vendors to solve price discrepancies, expedite orders, and to facilitate good vendor relations.

**Accomplishments:**

- Lowered out of stock total for my highest volume category to fewer than 200 SKU’s a week. This was the first time this few of out of stocks had ever occurred in this category. I was able hit this metric 9 times total over a 2 year period.
- Lowered average inventory cost from 12.8 million to 12.0 million, while increasing in-stocks from 88.7% to 92.8%.

**EDUCATION:**

TEXAS A & M UNIVERSITY

BBA - Management

**FALL 1994**

**Additional work history available on request**