**Avi Adinyayev, MBA**



**Mobile: (917) 225-8104**

**E-mail: Avi@Adinyayev.com**

**PROFESSIONAL EXPERIENCE**



**ALPARGATAS USA/HAVAIANAS** – New York, NY

**Associate Manager, Demand Planning**

April 2012 - Current

* Managed and improved company S&OP process by establishing a workflow that aligned Finance, Sales, Marketing, and Operations, resulting in aligned company forecasted revenues and purchases.
* Improved forecast workflow resulting in 10% improved accuracy.
* Produce and maintain an 18-month rolling forecast for purchases and sales.
* Successfully devised and implemented company safety stock policy resulting in $1.1MM inventory costs reduction over full year.
* Generate correct and timely purchase orders of $8M on an annual basis.
* Created and maintain a KPI dashboard: On-Time Delivery, Stock-Out, Inventory # of Days, Forecast Accuracy, Cycle Count Performance
* For three years in a row, maintained KPI for stock out ratio of less than 0.5% for "A” SKUs.
* Manage the procurement process from order to delivery, coordinating with domestic warehousing and foreign factory entities.
* Update and maintain item master in SAP for over 600 new styles annually.
* Designed and implemented retail store inventory replenishment model to supplement growing retail channel.

**Customer Service Coordinator**

June 2011 - April 2012

* Process and monitor wholesale, distributor and e-commerce orders through their whole life cycle ensuring accurate and timely delivery.
* Build effective relationships with internal and external partners to provide excellent customer service when handling requests and inquiries.
* Addressed shipment and delivery discrepancies to Senior Management, providing applicable solutions to address issues, while highlighting opportunities for process improvement.
* Understand retail routing guide and maintain updated library.
* Identify process improvement opportunities and propose recommendations.
* Promoted to Operations role within one-year timeframe, ahead of company average.

**CHOICE LOGISTICS** – New York, NY

**Senior Inventory Control Analyst**

February 2008 – June 2011

* Act as primary contact with key accounts that require resolution of customer issues and advising of any modifications to inventory on hand.
* Being the first contact in the escalation chain, monitoring and implementing processes, providing guidance and training as needed.
* Perform root cause analysis and determine appropriate action plans.
* Assist in the development and compilation of weekly performance metrics (OIA and CC).
* Act as a project lead to identify opportunities for process enhancements and efficiencies.
* Teaming up with the Business Analysts within the organization to serve as the mediator between the Technical and Business end of stakeholders. Solicit and correctly interpret the requirements of all stakeholders.
* Interface with other members of the Information System team to offer a complete solution; testing the new modules implemented in the system and training employees/warehouses once the module is "live".
* Contribute to documentation initiatives as needed and to group knowledge and best practices

**EDUCATION**



**BARUCH COLLEGE, CITY UNIVERSITY OF NEW YORK**

**Zicklin School of Business** - New York, NY – 2015

Master of Business Administration (MBA); Specialization in Operations Management & Information Systems

**Zicklin School of Business** - New York, NY – 2011

Bachelors of Business Administration (BBA); Specialization in Computer Information Systems

**ADDITIONAL INFORMATION**



* Proficient in MS Access, MS Excel, MS PowerPoint, MS Word, MS Visio, SAP, Board BI, SQL, Oracle Express
* Fluent in Hebrew