

PROFESSIONAL EXPERIENCE

Senior Program Manager | Whole Foods Market of Amazon | Austin, TX | 09/2022 – Present

- Managed online availability for Whole Foods Market items on Amazon contributing \$2.6B in annual sales.
- Led the strategic and operational planning process for 6 major Holiday events across 532 stores in North America.
- Developed long term business plans including workback scheduling, weekly meetings, GTM strategy documents, and reporting to track progress against established deadlines, goals, and milestones.
- Worked cross-functionally with Merchant, Operations, Analytics, Product, and Engineering teams to develop processes and drive efficiencies to reduce churn and yearly lost sales by \$3.4MM.
- Contributed to weekly, quarterly, and yearly business reviews by measuring, reporting, and documenting key performance indicators and insights while streamlining communication and support on key initiatives.
- Partnered with Engineering, Design, Marketing, and Data Science teams to create roadmaps defining scope and requirements for a long term omnichannel catering customer strategy.
- Developed 6 automated reporting solutions using SQL and Tableau dashboards to improve data sourcing and reduce friction points on accessing real-time data on key performance indicators.
- Awarded “Bar Raiser” award by the VP of E-Commerce due to the Holiday event strategy I created.

Program Manager | Super Coffee & Anheuser Busch InBev | Austin, TX | 12/2019 – 06/2022

- Integrated a \$500m hyper growth coffee startup into the world’s largest beer distribution network.
- Managed project planning and execution, system integrations, communication streamlining, goal setting, clear KPI measurement and reporting between company senior leadership.
- Worked cross functionally with partners in Operations, Sales, Finance, and Retail to execute 19 Go to Market Transitions in 26 states and improved distribution 51% YoY.
- Created GTM strategies for 3 national retailer launches that helped generate \$13.2m of revenue.
- Led the planning and execution process of a centralized distribution program which generated \$1.2m in logistics and payroll cost savings.
- Developed comprehensive internal and external incentive strategies that generated \$1.25m in revenue.
- Contributed to annual business plans for promotional programs and presented to senior leadership at both companies.
- Drove operational cadences for key programs and initiatives by working cross functionally between 2 companies and streamlining communication amongst 100+ key stakeholders.

TECHNICAL SKILLS

SQL | NoSQL | Tableau | HTML 5 | CSS3 | JavaScript | jQuery | Bootstrap | Express.js | React.js | Node.js
Confluence | Jira | Smartsheet | AWS | Excel | Shopify | Squarespace | Wix | WordPress

EDUCATION

Certificate – Full Stack Web Development | The University of Texas at Austin | Austin, TX |

B.A. – Economics | Minor – Computer Science | Colgate University | Hamilton, NY | Student Athlete

RELEVANT PROJECTS

[Fantasy Football Start/Sit](#) | [Oogl](#) | [The Jewel Levine Foundation](#) | [Gator Glass Art](#) | [Moon Rooster](#)

PERSONAL INTERESTS

Reading | Strength Training | Golf | Football Officiating | Volunteering | Mixology