KAWALJIT SINGH

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Retail Program Analyst with over 2 years of experience in developing current company's inventory replenishment strategies, sales forecasting, and increase overall company's profitability while simultaneously decreases product expenses. Currently seeking to improve my problem-solving and leadership skills by becoming a Project Lead in which I lead a team of data analysts to improve a company's profitability.

EXPERIENCE

07.2017 – PRESENT

RETAIL PROGRAM ANALYST, KELLOGG GARDEN PRODUCTS – FULL-TIME

- Developed complex formulas, algorithms, macros, and programs within MS Excel, MS Access, and Python to automate multiple reports which were presented to the company's field team and leadership team.
- Analyzed periodic sales and inventory data provided by company partners for daily monitoring, potential opportunities, and overall company growth.
- Transformed an extensive manual product order process into an efficient automated program by introducing a complex, integrated and adaptive, MS Excel program from which orders are automatically generated based on various parameters.
- Converted company's data into meaningful, and actionable, insight by organizing and molding the data into various reports.
- Evaluated and generated product orders for stores. Daily orders estimated at $300K and during a promotion period over $12M.
- Collaborated with Home Depot representatives where we coordinated and strategized both company's growth potential and business opportunities.
- Coordinated with Sales and Marketing, and Field teams to strategizes for company goals and reflect on current year's outcomes.
- Coordinated with company's Leadership team to analyze and develop budget for the new year by evaluating previous year's sales, competitors' actions, and company's changes.
- Utilized MS Excel and company warehouse programs to support operations team in strategic shipments by providing priority rankings of open orders based on sales trends and in-store inventory levels.

01.2017 – 07.2017

JR. INVENTORY ANALYST, KELLOGG GARDEN PRODUCTS - INTERNSHIP

- Revolutionized current company's method of order creation from a multi-day to an hourly process.
- Collaborated with the company's sales analyst for inventory replenishment strategies and sales forecasting.
- Established company's inventory replenishment program by developing a complex, MS Excel based, program which led to overall company efficiency and numerous hours saved for the inventory replenishment team.
- Organized and assembled reports based off weekly inventory and sales data provided by company partners.
- Reduced company expenses by improving ordering processes which led to less product deterioration on store shelves.

EDUCATION

08.2016

B.A. IN ECONOMICS, UNIVERSITY OF CALIFORNIA RIVERSIDE

- Concentration in Business Economics.
- Coursework included calculus, microeconomics, macroeconomics, and statistics.

RELEVANT SKILLS

- Microsoft Excel
- Microsoft Excel VBA
- Microsoft Access
- Python (General)
- Pandas in Python
- Numpy in Python
- Matplotlib in Python