**Spencer B. Guy**

**Virginia Beach, Virginia 23451 • 757-374-7871 • SpencerBGuy@gmail.com • linkedin.com/in/spencer-guy-345ba477**

**QUALIFICATIONS PROFILE**

Motivated professional equipped with a strong education background and training credentials together with a solid history of successful contributions to present and past organizations.

* **Merchandise and Promotion Strategy**: Exceptional ability to see the big picture and design the best plan of action to achieve winning results. Geared towards utilizing advance response models to better evaluate efforts and initiatives.
* **Business Analysis:** Able to develop and/or modify systems and approaches to deliver usable information to the company stakeholders and decision-makers. Skilled in transforming raw data into an efficient analytical tool.
* **Solutions Oriented:** Highly enhanced critical thinking skills enables breaking down a problem to determine the root cause(s) and apply the most effective approach or modify an existing plan of action to permanently address and prevent recurrence.
* **Key Strengths:** Entrepreneurial spirit, quickly adapts to situations, works well under pressure, self-sufficient with collaborative attitude with colleagues. Strategic leadership with high potentials of managing a competent and empowered team.

**Core Technologies:**

|  |  |
| --- | --- |
| Environments: | Windows, macOS and Linux |
| Software: | Microsoft Office Suite (Access, Word, Excel, PowerPoint), Git |
| Tools: | MicroStrategy, Jupyter Notebook, AWS, Azure |
| Languages: | Python, VBA, SQL |

**EDUCATIONAL BACKGROUND**

**Bachelor of Science in Business Administration, Business Analytics – 2014**

Old Dominion University, Norfolk Virginia • Graduated Cum Laude

**Associate of Science in Business Administration and Management – 2011**

Tidewater Community College, Norfolk Virginia

**CERTIFICATION:**

MOHR Store Support Leadership - 2016

**EXPERIENCE HIGHLIGHTS**

Nexcom, Virginia Beach, Virginia

**Merchandise Support Analyst,** 2014 – Present

Reinforce daily business intelligence workflow. Develop interactive dashboards in MicroStrategy. Furnish predictive models in support of the supply chain and marketing teams. Maintain and disseminate company-wide reports. Generate ad hoc analysis. Propose and lead initiatives yielding profitable benefits to the company.

* Ad Item Movement — Inventory tracker for the Navy Exchange. Developed the data pipeline to track and store inventory movement for the SKU’s in the weekly print and digital advertisements. It paved the way for more accurate way to monitor the inventory of promoted items. Enabled a much improved inventory forecasting by extending the visibility of upcoming ad events from 4 weeks out to 10 weeks.
* Prophet & Merch Calendar — Automated the time-series sales forecast using the Python Package Prophet developed by Facebook. Transformed functions of StitchFix’s open source technology. Utilized the Merch Calendar tool to configure Excel for easier access for business users. Improved forecast accuracy and enhanced end user reports.
* Enhanced reporting process efficiency by 75% by automating the data extract and processing the data for end user reporting with VBA for Excel and Access. This eliminated the need to have someone manually pull data.

* Partnered with Inventory Planning team to track and analyze daily in stock rates at the Item and Location level from previous promotional buys and used this data to recommend inventory levels leading to a 16% increase in the in-stock rate of one-time buys.

Ditto Consignment, Virginia Beach, Virginia

**Operator,** 2009 – 2014

Co-founded and oversaw a clothing store specializing in second-hand contemporary clothing, shoes, accessories and other vintage items for both men and women. Accountable for the financial planning and store-wide merchandise analysis. Set and monitored the monthly purchasing budget. Managed and mentored the staff to attain maximum productivity and profitability.

* Awarded the Silver Place “Best Consignment Shop in Virginia Beach” by the Virginian Pilot in 2012.
* Successfully negotiated over 1,000 consignment contracts that contributed to the diverse selection.
* Drove an 18% compound annual revenue growth rate.