Gregory King

2nd degree connection2nd

Sr. Manager Advanced Analytics, Product Operations at Gap Inc.

Gap Inc.

 University of Michigan

San Francisco Bay Area

 396 396 connections

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Leader in data science with proven track record of utilizing advanced analytics and modeling skills to develop data-driven strategies across domains of supply chain, financial services, and strategy.   
  
• In-depth Operations Research and Statistics knowledge with strong hands on modeling skills.  
• Proven ability to lead technical research projects from start to finish.  
• Innovative thinker in emerging application areas for analytics.   
• PhD in Industrial and Operations Engineering from #2 ranked Industrial Engineering program at University of Michigan.  
• Big data analytics experience.  
• Aptitude for aligning analytics output with the goals of the business.  
• Ability to lead and mentor other analysts.   
• Excellent programming skills including SQL, Matlab, R, SAS, VBA, and more. 

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Highlights

**[[](https://www.linkedin.com/search/results/people/?facetConnectionOf=%5B%22ACoAAAvAXW8Buefx5PLhlFYi1VbKQlg12z0STAY%22%5D&facetNetwork=%5B%22F%22%5D&origin=MEMBER_PROFILE_CANNED_SEARCH)](https://www.linkedin.com/search/results/people/?facetConnectionOf=%5B%22ACoAAAvAXW8Buefx5PLhlFYi1VbKQlg12z0STAY%22%5D&facetNetwork=%5B%22F%22%5D&origin=MEMBER_PROFILE_CANNED_SEARCH)**

**[2 Mutual Connections](https://www.linkedin.com/search/results/people/?facetConnectionOf=%5B%22ACoAAAvAXW8Buefx5PLhlFYi1VbKQlg12z0STAY%22%5D&facetNetwork=%5B%22F%22%5D&origin=MEMBER_PROFILE_CANNED_SEARCH)**

[You and Gregory both know Eric Siegel and Elbek Abasov](https://www.linkedin.com/search/results/people/?facetConnectionOf=%5B%22ACoAAAvAXW8Buefx5PLhlFYi1VbKQlg12z0STAY%22%5D&facetNetwork=%5B%22F%22%5D&origin=MEMBER_PROFILE_CANNED_SEARCH)

Experience

**[[](https://www.linkedin.com/company/1677/)](https://www.linkedin.com/company/1677/)**

**[Sr. Manager Advanced Analytics, Product Operations](https://www.linkedin.com/company/1677/)**

[Company NameGap Inc.](https://www.linkedin.com/company/1677/)

[Dates EmployedAug 2017 – Present](https://www.linkedin.com/company/1677/)

[Employment Duration8 mos](https://www.linkedin.com/company/1677/)

[LocationSan Francisco Bay Area](https://www.linkedin.com/company/1677/)

The Product Operations Advanced Analytics Team drives business benefits for Gap Inc. and its brands by applying industrial engineering/management science, statistical analysis and analytics to improve inventory and revenue management.

**[[](https://www.linkedin.com/company/1677/)](https://www.linkedin.com/company/1677/)**

**[Senior Data Scientist, Product Operations Advanced Analytics](https://www.linkedin.com/company/1677/)**

[Company NameGap Inc.](https://www.linkedin.com/company/1677/)

[Dates EmployedApr 2016 – Jul 2017](https://www.linkedin.com/company/1677/)

[Employment Duration1 yr 4 mos](https://www.linkedin.com/company/1677/)

[LocationSan Francisco Bay Area](https://www.linkedin.com/company/1677/)

The Product Operations Advanced Analytics Team drives business benefits for Gap Inc. and its brands by applying industrial engineering/management science, statistical analysis and analytics to improve inventory and revenue management.

**[[](https://www.linkedin.com/company/1677/)](https://www.linkedin.com/company/1677/)**

**[Manager of Strategic Advanced Analytics](https://www.linkedin.com/company/1677/)**

[Company NameGap Inc.](https://www.linkedin.com/company/1677/)

[Dates EmployedDec 2015 – Apr 2016](https://www.linkedin.com/company/1677/)

[Employment Duration5 mos](https://www.linkedin.com/company/1677/)

[LocationSan Francisco Bay Area](https://www.linkedin.com/company/1677/)

Short stint working on analytics within Corporate Strategy team.

**[[](https://www.linkedin.com/company/1677/)](https://www.linkedin.com/company/1677/)**

**[Senior Consultant (1 yr) / Manager (1.5 yrs), Operating Strategy](https://www.linkedin.com/company/1677/)**

[Company NameGap Inc.](https://www.linkedin.com/company/1677/)

[Dates EmployedJul 2013 – Dec 2015](https://www.linkedin.com/company/1677/)

[Employment Duration2 yrs 6 mos](https://www.linkedin.com/company/1677/)

[LocationSan Francisco Bay Area](https://www.linkedin.com/company/1677/)

The Operating Strategy team is focused on driving top line and bottom line benefits for Gap Inc. through superior inventory management by using science and analytics to identify and take action on opportunities to improve inventory productivity.

**[[](https://www.linkedin.com/company/2516/)](https://www.linkedin.com/company/2516/)**

**[PhD Student](https://www.linkedin.com/company/2516/)**

[Company NameUniversity of Michigan](https://www.linkedin.com/company/2516/)

[Dates EmployedSep 2008 – Jun 2013](https://www.linkedin.com/company/2516/)

[Employment Duration4 yrs 10 mos](https://www.linkedin.com/company/2516/)

[LocationAnn Arbor, MI](https://www.linkedin.com/company/2516/)

Dissertation research in the area of operations research with applications in operations management, supply chain management, and health care. Most of the work involved elements of Stochastic Optimization and Game Theory.

**[[](https://www.linkedin.com/company/165654/)](https://www.linkedin.com/company/165654/)**

**[Summer Associate](https://www.linkedin.com/company/165654/)**

[Company NameRAND Corporation](https://www.linkedin.com/company/165654/)

[Dates EmployedJun 2010 – Aug 2010](https://www.linkedin.com/company/165654/)

[Employment Duration3 mos](https://www.linkedin.com/company/165654/)

- US Army supply chain optimization analysis of the clothing and equipment distributed to roughly 1 million US soldiers (total value of equipment over $2B)  
  
- Proposed tens of millions of dollars in potential cost savings to the US Army for their supply chain process of replacing and distributing equipment (to the field)

**[[](https://www.linkedin.com/company/1419/)](https://www.linkedin.com/company/1419/)**

**[Sr. Business Analyst](https://www.linkedin.com/company/1419/)**

[Company NameCapital One](https://www.linkedin.com/company/1419/)

[Dates EmployedJul 2006 – May 2008](https://www.linkedin.com/company/1419/)

[Employment Duration1 yr 11 mos](https://www.linkedin.com/company/1419/)

[LocationFramingham, MA](https://www.linkedin.com/company/1419/)

- Member of small analytical team responsible for 40% volume growth and 80% profitability (NPV) growth in billion dollar health care lending line-of-business  
  
- Analyst lead on special pricing program that reduced account attrition by more than 20% amongst our larger customers (representing $100M+ in lending) by offering special pricing in exchange for volume guarantees  
  
- Developed business case for high-user loyalty program using financial modeling, focus groups, surveys, and expert interviews to assess program design and potential impacts  
  
- Analyst lead on market-facing interest-free promotion accounting for 40% business growth ($30M+) amongst a group of 250 of our largest customers

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Education

**[[](https://www.linkedin.com/school/18633/?legacySchoolId=18633)](https://www.linkedin.com/school/18633/?legacySchoolId=18633)**

**[University of Michigan](https://www.linkedin.com/school/18633/?legacySchoolId=18633)**

[Degree NameDoctor of Philosophy (PhD)](https://www.linkedin.com/school/18633/?legacySchoolId=18633)

[Field Of StudyIndustrial and Operations Engineering](https://www.linkedin.com/school/18633/?legacySchoolId=18633)

[Dates attended or expected graduation2008 – 2013](https://www.linkedin.com/school/18633/?legacySchoolId=18633)

**[[](https://www.linkedin.com/school/18633/?legacySchoolId=18633)](https://www.linkedin.com/school/18633/?legacySchoolId=18633)**

**[University of Michigan](https://www.linkedin.com/school/18633/?legacySchoolId=18633)**

[Degree NameMaster of Engineering (M.Eng.)](https://www.linkedin.com/school/18633/?legacySchoolId=18633)

[Field Of StudyIndustrial and Operations Engineering](https://www.linkedin.com/school/18633/?legacySchoolId=18633)

[Dates attended or expected graduation2008 – 2010](https://www.linkedin.com/school/18633/?legacySchoolId=18633)

**[[](https://www.linkedin.com/school/18946/?legacySchoolId=18946)](https://www.linkedin.com/school/18946/?legacySchoolId=18946)**

**[Cornell University](https://www.linkedin.com/school/18946/?legacySchoolId=18946)**

[Degree NameBachelor of Science (B.S.)](https://www.linkedin.com/school/18946/?legacySchoolId=18946)

[Field Of StudyOperations Research](https://www.linkedin.com/school/18946/?legacySchoolId=18946)

[Dates attended or expected graduation2002 – 2006](https://www.linkedin.com/school/18946/?legacySchoolId=18946)