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## EDUCATION

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**UNIVERSITY OF MICHIGAN, School of Information**

Master of Science in Information

**Ann Arbor, MI**

May 2022

- User Experience (UX) Research and Design
- School of Information Achievement Fellowship Award

**UNIVERSITY OF MICHIGAN, Stephen M. Ross School of Business**

Master of Business Administration

**Ann Arbor, MI**

May 2022

- Full-Time MBA STEM Track
- The Consortium for Graduate Study in Management Member

**UNIVERSITY OF NOTRE DAME, Mendoza College of Business**

Bachelor of Business Administration, Management Consulting/Latino Studies

**Notre Dame, IN**

May 2015

- Latino Honor Society, Balfour-Hesburgh Scholar
- PwC Start Intern, Chicago, IL
- Target Corporation Business Analyst Intern, Minneapolis, MN

## EXPERIENCE

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**TARGET CORPORATION**

**Senior Business Partner, Business Partnerships & Negotiations**

**Minneapolis, MN**

July 2017 - August 2019

- Led payment terms and digital accrual implementations for Home Electronic, Entertainment and Dairy/Frozen Food Division vendors resulting in a collective discount of \$23M and a cash flow impact of \$102M
- Trained merchant partners on negotiation strategies and built vendor-specific negotiation tactics in order to address department specific needs for key vendors resulting in \$21M in savings
- Assisted in negotiations for Target's Dairy/Frozen Food division product line reviews with a focus on item cost savings, additional media/advertisement funding and gross margin improvement resulting in \$9M in savings
- Supported Leadership and Merchant partner negotiations preparation for upcoming negotiations with Consumer Electronics Show (CES) clients by creating reports including client financial information and market trends

**TARGET CORPORATION**

**Business Analyst, Entertainment and Electronics Division**

**Minneapolis, MN**

August 2015 - June 2017

- Established a new title release ordering strategy for Target's Music Department considering individual title forecasts, assortment location and genre decay resulting in savings of \$13.8M
- Managed a team of six analysts to deliver \$700M in sales and 96.5% of total Entertainment Division forecast during 2016 Q4
- Operated all inventory management tasks at an average 95.3% instock level during tenure as an analyst; Goal set for 93.2%

## ADDITIONAL

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**Skills:**

Design/Research: Personas, Storyboarding, Wireframing, Prototyping, Interviews, Contextual Inquiries, Comparative Analysis

Tools: Microsoft Suite, Figma, Basic Python, Basic HTML/CSS

Languages: Fluent English, Fluent Spanish

**Volunteer:** Minneapolis Reading Buddies Volunteer, Good Karma Pet Adoption Volunteer

**Relevant Courses:** Interaction Design, Graphic Design, and Design of Complex Websites