Jay In

US Citizen | New York City | +1 (929) 260-9996 | injay77@gmail.com | linkedin.com/in/injay

EDUCATION

Stony Brook University - Stony Brook, NY   **Dec 2022**
Bachelor of Science (B.S.) in Mathematics

SKILLS

- **Tools & Languages**: Python, Excel (forecasting, data analysis), Tableau, SQL, MS Word.
- **Business Operations**: Inventory management, sales optimization, financial tracking.
- **Soft Skills**: Strong communication, team collaboration and customer service abilities.

EXPERIENCE

In Flowers Garden   **2023 - 2024**
B2B Plant Wholesale Manager

- Managed wholesale plant sales, efficiently processing and fulfilling large-scale B2B orders.
- Cultivated long-term partnerships with suppliers to negotiate better pricing and ensure consistent product availability.
- Oversaw accounting tasks, including balancing financial records and monitoring business performance.
- Designed and implemented and implemented an inventory tracking system to reduce stock discrepancies by 40% and improved ordering efficiency.
- Expanded the business' online presence by launching an Etsy shop, leading to growth in sales.
- Utilized data analytics to identify top-performing products and optimize product listings for higher visibility.

KeumHo Garden   **2023 - 2024**
Manager

- Oversaw ordering and inventory management to maintain optimal stock levels and minimize shortages.
- Streamlined scheduling processes, reducing scheduling conflicts and ensuring full coverage.
- Delivered personalized recommendations to customers, boosting sales by 20%.
- Trained and mentored new employees, enhancing team productivity and ensuring adherence to company standards.
- Fostered a collaborative work environment, leading to improved team morale and higher employee retention rate.

JY World Flower   **2021 - 2023**
Supervisor

- Leveraged Microsoft Excel to analyze sales data and optimize inventory management.
- Analyzed sales trends and customer preferences to stock high-demand products, boosting overall profitability.
- Maintained and organized records, ensuring accuracy and easy accessibility for audits and reporting.
- Organized and maintained files to ensure accurate record-keeping and easy accessibility.