Bryan Kors

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Experienced profession with over five years of progressive responsibility in data analysis, data modeling, and statistics. Knowledgeable in SQL and capable of assessing business needs to build actionable, more efficient reporting. Skilled in statistics and hypothesis testing to make accurate data driven business decisions. Key achievements: implemented a new store sales clustering process that improved incumbent model's goodness of fit by over 25%; developed, standardized, and implemented category reporting that eliminated 3 hours of weekly report building on Sundays resulting in reporting in less than 30 seconds on Mondays.

Experience

Smithfield Foods | Smithfield, VA

Associate Manager, Trade Planning & Execution (Dec 2022 – Present)

- Owned end-to-end ideation to implementation of clustering algorithm to classify trade events performance for increased ROI on trade spend for the retail packaged business
- Created, communicated, and executed trade plans for Far West accounts driving over 100MM pounds of annual retail packaged volume
- Analyzed IRI data to identify opportunities and communicate strategies to implement trade plans to increase share
- Worked as the Product Manager to develop, design, train, and implement a new in-house trade planning application; successful adoption of trade planning application across entire retail packaged Sales Department and Trade Managers
- Used advanced skills Excel to increase reporting efficiencies by designed and implementing Macros across several routine reporting activities
- Identified and implemented automation with Python where possible to shift the department's workload more towards analytics

Dollar Tree | Chesapeake, VA

Merchandise Analytics Analyst (Apr 2022 – Dec 2022)
Assortment Planner (Sept 2020 – Apr 2022)

- Led the analysis of multiple AB merchandising hypothesis tests through Mastercard's Test and Learn platform
- Utilized and implemented Jenks natural breaks to store clustering for analysis resulting in an over 25% improvement in goodness of fit from previous company clustering algorithm
- Reduced manual reporting work for monthly Backroom Inventory reporting by over 75% by creating standardized reports from scratch in BusinessObjects (SQL-based)
- Improved data analysis time by over 50% for Dollar Tree Plus assortment planning by working with cross functional partners to determine KPIs then building standardized reporting in BusinessObjects (SQL-based)
- Captured over $200,000 in potential lost sales by extracting and analyzing location level sales data of seasonal businesses to determine the best time to transition to a new season by geographic region
- Effectively rebuilt and revised daily, weekly, monthly, and quarterly executive level reporting in BusinessObjects (SQL-based) from scratch in two weeks; resulted in increased server storage for the company and more accurate reporting for executives

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Best Buy | Richfield, MN

Sr. Demand Planning Analyst (May 2019 – Sept 2020)
Demand Planning Analyst (May 2018 – May 2019)
Category Analyst (Jan 2018 – May 2018)

- Worked as the demand planning lead for a project to test, train, and implement a revised shipping strategy for small parcel shipments; resulted in faster, more competitive offerings and over 10% reduction in shipping costs
- Led weekly planning meetings with key vendors to align on forecasts and inventory plans, discuss and coach on areas of improvement, and review monthly vendor scorecard KPIs (i.e., turn, in-stock %)
- Managed annual receipts and inventory of over $2 billion for laptops and iPads
- Developed and utilized BusinessObjects and Microsoft Power BI reporting to monitor movement of inventory for key video game software launches; actively achieved 100% day 1 in-stocks and on time fulfillment on launch day for all responsible video games
- Received Q4 Standing Ovation Award for leading a team of three demand planners and two demand forecasters on holiday inventory planning strategy

Caribou Coffee Company | Minneapolis, MN

Sr. Training Manager (May 2016 – Jan 2018)
Sr. General Manager (Feb 2016 – May 2016)
General Manager (Sept 2014 – Feb 2016)
Assistant Manager (Feb 2014 – Sept 2014)

- Successfully onboarded, trained, and mentored over 10 General Managers that resulted in 0% 90-day turnover after placement in store
- Hired, trained, and developed over 15 team members in preparation for 2018 Super Bowl less than a mile from the store; resulted in being fully trained and staffed for significant traffic on Nicollet Mall in Minneapolis
- Designed, implemented, and managed training for field leadership including Shift Leaders, General Managers, District Managers, and Directors of Operations; training occurred while actively managing a high-volume store in downtown Minneapolis and achieving sales plan
- Region-wide single point of contact for inventory ERP for being a leader and expert in the NetSuite software; resulted in partnerships with Training Department to design and implement training sessions and materials

Education

University of Minnesota, Crookston

B.S. Finance

- 3.988 GPA
- Graduated with High Distinction

Virginia Peninsula Community College

A.S. Engineering

- 3.737 GPA
- Graduated Magna Cum Laude
- Phi Theta Kappa International Honor's Society Member

Skills & Other

Skills: Data Analysis and Statistics, Data Mining and Modeling, Business Analysis, Data Visualization
Tools and Software: Microsoft Excel (Advanced), Power BI, Python (Intermediate), SQL Server (Proficient)
Certifications: Programming for Everybody (Getting Started with Python) – University of Michigan