

Derek Johnson

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Lead Inventory Analyst / Sales – Top performer in sales, inventory analysis, and leadership within premier retail organizations. Develops cross-functional teams up to 30 through daily training/mentoring, and inspirational leadership. Drive sales forecasting, business intelligence, reporting and dashboarding via Truevue/Excel. Provided critical insights on financials to meet sales objectives.

- **Coding** – NXP – Developed comprehensive training matrices using Excel/VBA to streamline and automate tracking for all departments within the organization, ensuring real-time updates upon user login, resulting in increased efficiency and accuracy in monitoring employee training progress.
- **Data Analysis** – Lululemon – In a single weekend we increased close-to-body shorts sales +600% by strategically substituting merchandise lines. Based on data analysis of KPI's vs actuals in Truevue POS system, I reported opportunity insights from core and seasonal products, highlighting that strategic product placement was linked to sales volume.

EDUCATION

University of Missouri, Columbia
Barton County Community College
University of Texas, Austin

B.S. Business Administration emphasis in Economics, 2019
A.S. Business Management and Accounting, 2017
Data Analytics Essentials Certificate Program, April 2024

SKILLS & TOOLS

Core Competencies	Accounting, Reporting, Dashboards, Economics, Business Analysis, Full life-cycle technical product workflow, Merchandising, Retail Sales, Leadership, Project Management, Data Analysis, Customer Experience
Technical Proficiency	Tools – LinkedIn, Workday, Python, Jupyter Notebook, SQL MS Office – PowerPoint, Excel (Pivot Tables, XLookups, VBA), Outlook, Power BI, SharePoint

EXPERIENCE

NXP Semiconductors Operations Supervisor

September 2021 – Present

Demonstrated exceptional technical acumen and ability in managing and supporting advanced manufacturing tools and equipment, overseeing tool qualifications, preventive maintenance (PM), and calibration processes.

- Created detailed training matrices utilizing Excel/VBA to streamline and automate tracking across all organizational departments. Implemented real-time updates upon user login, leading to heightened efficiency and accuracy in monitoring employee training progress.
- Led a cross-functional team as a team leader in a cost reduction workshop, collaborating with Industrial Engineers, engineers, and peers to achieve a significant gain of 1.0 full-time equivalent (FTE) through strategic initiatives and process optimizations.

Lululemon Inventory Lead Analyst

September 2019 – August 2021

Top 10% performer of all employees at one of the fastest-growing global athletic wear companies. Developed cross-functional teams up to 30 through onboarding and daily training/mentoring. Drive weekly sales forecasting via Truevue/Excel. Provide critical insights on monthly and quarterly financials to meet sales objectives.

- Educate leadership team on financials, operational, and budgetary policies and processes; identify variances and issues in budget management.
- Inflated close-to-body shorts sales +600% by strategically substituting merchandise lines. Based on data analysis of KPI's vs actuals in Truevue POS system, I reported opportunity insights from core and seasonal products, highlighting that strategic product placement was linked to sales volume.
- Created custom Excel reports for Regional Manager uncovering delivery delays on 162 boxes with a value of ~\$560K, allowing adjustments to supply chain & inventory to maximize sales.

As Management Trainee, sales individual contributor, completed an average of 10 rental contracts per day and qualified customers. Fostered existing relationships with accounts and cultivated new relationships with clientele and accounts to add to growth of business. Team received an 85% customer satisfaction rating. C\\

- **Started referral business-** Heightened the rental days referral business by an average of 163% compared to years previous. The influx in referrals led to expansion in the fleet size of the branch, about a 50 vehicle expansion to the fleet.
- **Emotional Integration-** Helped maintain the composure of the entire staff during stressful situations to make sure that all contracts were carried out and any vehicle deliveries happened in a timely and orderly fashion.

Listened to customer needs and desires to identify and recommend optimal products. Kept back room and floor areas clean, tidy, and professional in appearance to magnify worker efficiency and promote customer engagement. Aided customers in finding answers to their questions and addressed complaints in person and over the phone.

- **Evolving Business Needs** - Learned to be cross functional in many departments aside from footwear to satisfy guests needs and due to lack of adequate coverage, driving sales in areas where many customers may not get the help that is desired.

Prepared employers with cost-effective tools to maximize profitability and elevate education of benefits. Shadowed sales professionals to gain deeper insight into best practices and strategies for maximizing sales revenue. Developed referral-based sales opportunities by staying connected with existing customer base.

AFFILIATIONS / INTERESTS

University of Missouri	Transfer Experience Advising Mentor, Marketing Forum
Barton County Community College	Phi Theta Kappa Honors Fraternity, Barton County Community College Baseball
Associations	Employee Resource Group for black identifying employees, IDEA (Inclusion, Diversity, Equity, Inclusion)
Extracurriculars	Golf, Slowpitch Softball