

NATHAN L. ALLEN

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QUALIFICATIONS SUMMARY

Experience across multiple industries, retailers, and functions including buyers, replenishment managers, and market managers. Problem solving and project management skills applicable across all areas of businesses. Always learning.

DIGITAL PRODUCT MANAGEMENT EXPERIENCE

RevUnit, Bentonville, Arkansas

April 2016 - Present

Sr. Product Owner

Selected achievements:

- Currently partner with 5 clients to develop digital products, features, and strategies that promote growth and profitability
- Perform user-research, concept-testing, rapid-prototyping, and user-testing to form and validate solutions to existing challenges
- Coordinate cross functionally with design, development, and marketing teams to ensure products launch on time and on budget

RETAIL MARKETING & CONSUMER PRODUCTS EXPERIENCE

General Mills, Bentonville, Arkansas

March 2015 - August 2015

Business Category Manager-Sam's Club

Selected achievements:

- Performed data analysis at the SKU level on all categories within Sam's Club dry grocery to determine sales performance and make recommendations for category adds and deletes
- Conducted research and analysis to prepare strategic presentations that showed buyers industry trends, category performance, high and low performing items, emerging new items, and purchasing recommendations
- Built POGs that represent optimal customer flow, assortment, and product placement

General Mills, Bentonville, Arkansas

October 2013 - March 2015

Retail Sales Manager

Selected achievements:

- Motivated and developed 13 sales representatives collectively calling on 331 stores in AR, OK, and MO
- Supported team in attaining 100% new product placement, 100% established distribution placement, ensuring in-store display and marketing compliance, and driving incremental in-store sales
- Leveraged relationships with Walmart Store Managers, Market Managers, and Regional Market Managers to drive incremental sales of key season items

General Mills, Salt Lake City, UT

February 2012 - October 2013

Customer Account Manager-Associated Food Stores & Harmons Grocery, Salt Lake City, UT

Selected achievements:

- Drove \$1.7 million in General Mills' direct dry and perishable orders for Harmons Grocery through ad programs
- Managed +\$23 million in trade funds for General Mills perishable businesses at Associated Foods to create sales lift through promotional activity
- Cultivated relationships with category managers to sell new items and manage product mix for maximum distribution and category profitability

General Mills, Bentonville, Arkansas

February 2011 - February 2012

Business Management Associate-Walmart

Selected achievements:

- Used data analysis to monitor sales performance of refrigerated Pillsbury and Yoplait businesses and make insights and recommendations for buyer sales presentations
- Performed ad hoc analysis to determine health of business and recommend profitable opportunities

Procter & Gamble, Fayetteville, Arkansas

August 2008 - May 2009

Wal-Mart International Sales Intern

Selected achievements:

- Pulled and analyzed data to update quarterly sales volume totals and developed category captaincy scorecards
- Held project based responsibilities focused on category and brand sales growth

SUPPLY CHAIN & LOGISTICS EXPERIENCE

Central States Mfg., Lowell Arkansas

August 2009 - November 2010

Inventory Analyst-Supply Chain Optimization

Selected achievements:

- Executed the roll-out of a centralized buying program for accessory products
- Monitored historic sales of products to determine inventory replenishment needs for 5 plants
- Performed analysis on shipping route efficiencies in order to lower transport costs

EDUCATION

University of Arkansas - Fayetteville, Arkansas

- *MBA* — Sam M. Walton College of Business, May 2009; 3.6 GPA
- *Bachelor of Science* – Poultry Science, Dale Bumpers College of Agriculture, Food and Life Sciences, May 2006; 3.5 GPA

DevMountain- Provo, UT (August 2015 - November 2015)

- *3-month immersive computer programming school with focus on Javascript MEAN Stack web development languages*

TECHNICAL SKILLS

Business Analytics

Microsoft Office Suite - Excel, PowerPoint, Word, Outlook

Retail Link

Nielsen

ProSpace

Web Development

HTML 5 & CSS 3

Node.js

Javascript

Firebase

jQuery

MongoDB

AngularJS

GitHub