KRISTINA GUREVICH

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Professional Experience:

20014 – Present   **Consulting, Business Development**

Develop and manage the execution of strategic short and long-term goals while building key customer relationships and maximizing financial growth
- Full implementation and transition to a new company workplace and accounting system
- Design and manage company websites

01/01 – 10/14   **Unilever North America,** Trumbull, CT/Englewood Cliffs, NJ

10/10 – 10/14   *Cabinet Operations Manager*

Led and managed the US Ice Cream Freezer Operations, supporting the Customer Development Sector while maintaining control of Unilever owned assets. Coached and managed team of analysts, responsible for the team performance and development.
Worked closely with the Unilever Global Procurement Team in Italy, international suppliers, vendors, and sales force to ensure successful execution of freezer programs. Oversaw a fleet of 99K+ cabinets with book value of $56M, annual budget of $13.5M and Capital Expenditure of $15M.
- Introduction of Hydrocarbon Green Cabinets, EPA approved with zero environmental impact and 10%-30% energy efficiency based on model.
- Global COM (Cabinet Operations Model) USA Project – Partnered with Partners Ennismore in London to deliver solutions for best practice cabinet management operations with estimated savings of over $3M annually.
- Distribution Center Network Realignment and LTL Freight Sourcing Project, delivering over $500K in savings. Decommissioning Project, delivering over $200K in savings.

08/07 – 10/10   *Customer Service Team Leader (CVS, Walgreens, Rite Aid Accounts)*

Led and managed the Customer Service Team responsible for order management process for both direct and brokered organizations. Coached and managed team of analysts, accountable for the team performance and development, while maintaining effective and efficient customer relations.
- Built partnership with CVS and Walgreens through various Supply Chain strategic initiatives at NACDS, CVS Supply Chain Council and customers' scorecard meetings.
- Established processes and metrics to monitor and deliver a successful CPFR partnership with Walgreens and supported a strategic alignment with CVS to improve On Shelf Availability.
- Supported transition of the brokered organization.

08/05 – 08/07   *Supply Chain Capabilities Process Specialist – Order to Cash SAP Implementation Team*

Led Best Practice Developments, worked with Internal customers to resolve issues and improve processes (break-fixes and process improvements), developed and maintained policies and procedures and supported project teams.
- Developed and executed Order Management Integration and Regression Test Scripts / Results.
- Led the EDI 850 PO Processing / Workflow Testing.
- Trained the customer service department on changes in the new environment.
- Developed the OM Business Process Flows, User Requirement and Functional Specs.

03/04 – 07/05	*Customer Support Analyst (Target Corporation Account)*

Managed order-to-cash/logistics flow by validating and executing incoming orders for data quality including product files, SAP Master and Customer Data, pricing discrepancies, order alignment for truck load consolidation. Collaborated with the Customer Development Team to identify gaps and develop process improvements for seamless order execution.

- Developed a cross-functional Deductions Access-based Database to manage penalties. Joint venture with Deductions Analysis team to develop once source for Target Logistics deductions. In 2004, the new process generated $289,000 in savings.
- Developed a Weight Analysis Database to monitor and analyze the incoming orders in compliance with Terms of Sale.

08/02-03/04	*eBusiness Analyst*

Coordinated viable EDI partnerships resulting in effective transfer of data into and out from internal application systems. Managed a diverse array of time sensitive EDI activities that properly integrate production support, transaction development and rollout testing. Advanced problem resolution related to EDI data translation to SAP Order Entry, SAP Invoicing and other application interfaces.

- Participated in the rollout of e-Catalogue Master Data Project.
- Participated in GENTRAN Replacement Project/Extended member of SAP OTC Implementation Project.
- Developed eBusiness Development Database to monitor customers' developments and team performance.
- Developed Information Management Database to improve Master Data records.

01/01–08/02	*Transportation Coordinator*

Managed transport via the appropriate dispatch tools, coordinated with number of other departments to ensure proper execution of shipments, resolved service issues with internal as well as external customers, and issued KPI reports.

- Developed Access database to track and analyze carrier invoices, resulted in team process improvements and individual savings of $32,000.
- Developed an Invoice Processing KPI based on database tool to monitor team performance and effectiveness.
- Initiated and delivered analysis on freight rates for OTR vs. Intermodal carriers to improve cost associated with load tendering process.

Education: Columbia University School of Engineering
Full-Stack Web Development Bootcamp Program
Expected Completion: March 2023

Erebuni Medical School of Nursing, Yerevan, Armenia
Nursing/Health Administration, July 1994

Web Development: JavaScript, ES6, HTML, CSS, JQuery, Node.js, Express, MySQL, Sequelize, Jest, PWA, NoSQL/MongoDB, Mongoose, React.js, MERN Stack

Softwares: Microsoft Word, Excel, Access, PowerPoint, Visual Studio Code, Adobe Creative Cloud (Photoshop, Illustrator, Dreamweaver, In-Design), SAP, Visio, UltraEdit (FTP), Business Objects, OMS, MTM, Lean

Languages: Armenian, Russian