

# JOEL MARGOSIAN

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## PROFESSIONAL SUMMARY

### Supply Chain Analyst • Demand Planning Analyst • Replenishment Analyst

- **Results-focused, quality-driven supply chain analyst** diversely skilled in planning, sourcing, contracting, pricing, procurement, reporting, and more.
  - **Resourceful operations strategist** highly regarded for logistical analysis expertise, process optimization, quality improvement, and strategic efficiency.
  - **Excel in analytical and critical thinking skills** with a proven track record for recording, interpreting, and analyzing data and producing relevant analysis in high-pressure, time-sensitive environments.
  - **Adaptive collaborator and consensus builder** with excellent verbal and written communication skills across multiple departments, organizational levels, and client and vendor relationships.
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## AREAS OF EXPERTISE

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|------------------------------|---------------------------------|-----------------------|
| ✓ Data & Analytics           | ✓ Orders Allocation             | ✓ Collaborative       |
| ✓ Forecasting & Planning     | ✓ Ad-Hoc Exigencies & Reporting | ✓ Conflict Resolution |
| ✓ Demand Planning Management | ✓ Complex Problem Solving       | ✓ Adaptive            |
| ✓ Inventory Management       | ✓ Process Improvement           | ✓ Troubleshooting     |
| ✓ Trends Interpretation      | ✓ Task Prioritization           | ✓ Efficiency          |
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## PROFESSIONAL EXPERIENCE

### **Coty, Inc.**, Sanford, NC

**Aug 2016—Present**

*The Sanford Distribution Center (DC) is part of Coty's multinational beauty company with 20K+ employees in 40+ countries, 77 brands, 3,000 SKU's and \$9+ in annual global revenue.*

#### **Regional Delivery Management Planner**

Recruited to provide delivery management including prioritizing and establishing delivery sequences, inventory analysis and order reviews/rescheduling, coordinating allocations, overseeing special projects and ad-hoc exigencies, authoring daily action reporting, stock management oversight, and providing decision support.

#### *Select Highlights:*

- **Oversee delivery management of \$8 million in product weekly** with exponential increases during holiday seasons.
- **Reduced allocation process time** by incorporating additional strategic Excel formulas resulting in accelerated distribution of orders daily and reduction of staff overtime.
- **Regularly commended for effective management** of ad-hoc emergency's, critical projects, and collaborative personal adaptability.

### **The Body Shop**, Wake Forest, NC

**Sep 2011—Jul 2016**

*The Wake Forest Distribution Center is the North American headquarters of The Body Shop, an international cosmetics, skin care, and perfume company with more than 3,000 stores in 66 countries and with 1,500 SKUs and \$440 million in annual global revenue.*

#### **Replenishment Analyst** (May 2015—Jul 2016)

Promoted to provide oversight of key metrics in store replenishment system while simultaneously preparing stores for upcoming monthly specials and events.

*Select Highlights:*

- **Executed successful simultaneous dual-role oversight** of both the Replenishment Analyst position and DC Replenishment Coordinator position (both full-time positions) for 4+ weeks following the sudden exit of the Replenishment Coordinator.
- **Exceeded expectations** by saving a month-long event from being severely under stocked during the crucial month-long period.
- **Achieved very few store-related stock issue queries** due to strategic stock replenishment analysis and management.
- **Trained** upcoming Replenishment Analysts.

### **DC-to-DC Replenishment Coordinator (Jul 2013—Apr 2015)**

Promoted to replenish North American distribution centers while also managing offsite and third party locations, and forecasting list of SKU's.

*Select Highlights:*

- **Surpassed management expectations** for this position as it was eventually identified as a beyond entry-level position (for which the promotion had been given), instead requiring intensive work and above entry-level responsibilities.
- **Created and established a variety of successful and strategic processes.**
- **Designed a new forecasting tool** in Excel that resulted in a low ratio of stock issue queries.
- **Consistently maintained excellent stock replenishments** in all North American distribution centers.

### **Shop Operations Assistant (Feb 2012—Dec 2012)**

Management of multiple shop databases to maintain inventory and support multiple locations.

*Select Highlights:*

- **Successfully tested and reported on** a new data sharing tool for North American HQ and company stores.
- **Coordinated multiple store openings and closings** as the point person providing logistical instructions.
- **Organized district managers' semi-annual event meetings.**

### **Customer Support Representative (Sep 2011—Jan 2012)**

Provided customer service including sales, tech support and customer care.

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## **TECHNICAL SKILLS**

- SAP (Systems, Applications & Products)
- SAP BW BI (SAP Business Warehouse, Business Intelligence)
- Microsoft Excel

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## **EDUCATION**

### **Bachelor of Science, Operations Management; Business Concentration**

University of North Carolina at Wilmington, Wilmington, NC

*Relevant Coursework:*

- Supply Chain Management
- Quality Management
- Project Management
- International Operations Management