

# ZACHARY S. PICKLESIMER

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Github Profile: <https://github.com/picks6> Work Samples: [picks6.net](https://picks6.net)

## OBJECTIVE

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Supply chain management professional with 10 years of professional experience. Now looking to improve people's lives through technology.

## TECHNICAL PROFICIENCIES

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Javascript, MongoDB, NOSQL, Express, Node, React.js, MySQL, Handlebars, HTML, CSS, Microsoft SQL Server

## EXPERIENCE

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### **Veritiv Norcross, Georgia Inventory Manager, Packaging**

*March 2017- August 2021*

- Posted year of year DIOH improvements for 3 consecutive years
- Built alignment with internal stakeholders to improve Inventory Management's reputation
- Developed Processes to proactively identify potential stockouts to improve customer experience
- Identified slow moving new inventory within supplier return windows to remove unproductive inventory
- Redesigned workloads and responsibilities to better align buyers with the business
- Collaborated on development plans and held bi-weekly developmental meetings with all direct reports
- Created SQL curriculum and held classes for employees
- Reduced turnover 50% from 2017 to 2018
- Graduated from the first ever Veritiv Front Line Leader Academy in May 2017

### **Manage and develop team of 21 FTEs with responsibilities for:**

- Planning and execution of replenishment orders in support of \$1.1B in annual sales across 120 locations
- Reduced dead and excess inventory by \$2.6M in 2018
- Reduced transfer costs by \$1.2M in 2018
- Processing direct ship purchase orders and monitoring execution
- Monitor trends, diagnose root-cause of deviations in key metrics and implement corrective solutions
- Assist with development of strategies and tactics for balancing operational cost, inventory levels and service
- Assist with demand planning and forecasting activities for seasonal business and new customers
- Effectively engage and communication with segment and FSO stakeholders and internal customers
- Respond to feedback on inventory needs and address service issues and opportunities
- Manage supplier performance through scorecarding (lead time compliance and lines filled complete on time)
- Participate in creating brand and/or supplier level strategy with sourcing and sales leaders
- Collaborate with sourcing to optimize total supply chain costs and create differentiated value for Veritiv
- Assist business development efforts by providing supply chain cost to serve and network modeling input
- Develop strategies and tactics for balancing operational cost, inventory levels and service
- Lead demand planning and forecasting activities for seasonal business and new customers
- Monitor trends, diagnose root-cause of deviations in key metrics and recommend corrective solutions
- Provide analysis to support supplier performance management

## **Veritiv Atlanta, Georgia**

### ***Product Leader – Stretch Films, Labels, Molded Fiber, and Thermoforming***

*December 2015- March 2017*

- Managed all aspects of product & vendor management including financials, relationships, product mix, negotiation and deal closure
- Financial management including sales results, item lifecycle, returns, margins, program dollars, and corporate goals
- Managed the integrity of all item information
- Analyzed product performance and makes decisions to maximize sales performance as well as income performance
- Became the subject matter expert for the assigned product line, providing monthly market intelligence reports to the organization
- Vendor Rebates tracking and compliance
- Reviewed requests for new items to be added and ensures vendor selection is appropriate and profitability metrics are met
- Managed the quality and performance of branded products by use of a Supplier Corrective Action Report (SCAR) process
- Product Promotions – creation, management and tracking
- Cost management process including negotiations, vendor compliance, deviation management, and system implementation
- Represented the department in cross functional teams to develop standard operating procedures
- Worked as a liaison with the inventory management team to launch new TUFflex acrylic tape program
- Exceeded organizational synergy goals for 2016 by 33%
- Grew TUFflex brand and helped achieve operational efficiencies by leading a project to consolidate our stretch film product offering
- Developed SQL queries and MS Excel reports to assist other product leaders

## **Veritiv Norcross, Georgia**

### ***Senior Analyst, Inventory Management***

*March 2012- November 2015*

- Received 2015 “CEO’s Award for Outstanding Service to Veritiv”
- Developed training document for legacy xpedx analysts, and new hires, trained analysts in 5 Veritiv locations
- Managed daily purchasing and inventory replenishment of over \$12,000,000 of inventory across 80 warehouses
- Performed ad hoc inventory analysis projects
- Prepared monthly purchasing forecasts for more than 3000 sku-locations, including launching a new forecasting program
- Created reporting to track private brand transition for 5000 sku-locations across two legacy companies
- Developed SQL queries and MS Excel reports to assist other analysts
- Improved inventory turns through order strategy manipulation
- Worked with MRP reporting and demand planning
- Managed lead times on up to 3000 open purchase order lines
- Performed root cause analysis on fill rate failures and developed strategies for preventing future stock outs
- Developed processes for managing key accounts
- Maintained vendor relationships

## **EDUCATION**

### **GEORGIA INSTITUTE OF TECHNOLOGY,**

#### **Full Stack Coding Bootcamp**

*June 2022*

## **College of Management**

### **Atlanta, Georgia**

#### **Bachelor of Science in Business Administration**

*May 2012*