

Richard Rosario

Brooklyn, NYC

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Business Intelligence Professional

Driving Results by Connecting Demand and Supply Chain through Actionable Data

Demand Planning | Sell Through & Sell In Data Analytics | Netsuite | Oracle Planning & Budgeting Cloud Services
Pivot Tables | Index Match | Power BI | Google Data Studio | Tableau | Access | SPS Commerce POS Analytics
SPS Commerce Logistics | Expeditors | Amazon Retail Analytics Premium | Amazon Marketing Services
Walmart's Retail Link | REI's Pivot Link | SQL | Google Scripts | Linear Programming (Excel & AMPL) | Mainframe
Cross Departmental Communication | Event Planning | Merchandising | Customer Service

Experience

May 2018 - PRESENT

MPOWERD INC, Brooklyn, NY – *Associate Business Analytics Manager*

- Extracting, transforming, and visualizing data sets to find opportunities, drive business decision making, and reduce inefficiencies for finance, operations, sales, supply chain, product development, and C-suite
- Modeling and analysing sell in and financial data sets to optimize revenues, inventory positions of multiple warehouses, and forecasts while measuring the performance of all major revenue channels against their forecasts
- Working closely with my counterparts at various big box retailers to optimize sales/inventory through the regular monitoring of door-by-door and eComm sell through data (Amazon, REI, Target, Walmart, etc.)
- Leading and supporting a company wide implementation of Power BI and Microsoft Access (SQL) to decrease reporting lead times and human error
- Planned launches of 5 new products by determining first production run quantities and conducted post launch analysis meetings

May - August 2015 & 2016

TJX Companies, Framingham, MA – *Merchandising Intern*

- Increased sales of waste baskets, spa pillows, and shower heads by 20% through the identification of an opportunity to increase open to buy
- Performed sales data manipulation, forecasting, and product performance analysis based on sell through
- Allocated \$3 million worth of decorative pillows and throw blankets to 1000 Marshalls stores by developing a shipping schedule that ensured the optimization of inventory efficiency

December 2015 - May 2017

UMass Amherst Student Alumni Association, Amherst, MA – *VP of Traditions & Student Ambassador*

- Event planner for the university's 2,500 attendee Commencement Ball by overseeing 100+ volunteers and managing \$20,000+

Education

May 2017

University of Massachusetts Amherst, Isenberg School of Management

Bachelor of Business Administration in Operations and Information Management

- Supply Chain Management Concentration
- Study Abroad at Vrije Universiteit Amsterdam

Awards, Certifications, & Interests

Girl Scout Gold (2012) and Silver Award (2008) | TIPS | IDD Open Water Certification

Sustainability | Cycling | Reading | Camping | Travel | Backpacking | Boating | SUP | Practicing Spanish