

Sheena M. Taylor

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La Jolla, California

Work Experience

CircaLife Sciences

Procurement Analyst

California | Mar 2021- Aug 2023

- Negotiated with suppliers to secure a 20% cost reduction per agreement, enhancing profitability through strategic purchasing of quality products and materials.
- Managed logistics to ensure a 90% on-time delivery rate, streamlining the supply chain and improving customer satisfaction.
- Leveraged market trend analysis to inform strategic buying decisions, optimizing inventory turnover and market responsiveness.
- Conducted rigorous quality assessments of incoming stock and escalated discrepancies to both suppliers and management for resolution.
- Collaborated with C-suite executives on vision and goals, serving as the customer advocate to expedite product adoption.
- Delivered a \$200.7M project on schedule, meeting 100% of deadlines and project goals, which led to a promotion.
- Worked alongside two project managers to maintain cross-functional alignment with project scope and deliverables.

New England Strategic Development

Technology Account Manager

New England | Jan 2019 - Mar 2021

- Leveraged market, data, and customer analytics to formulate and execute key strategies, contributing to a \$40 million value chain. Also conducted evaluations of substitute products and market entry barriers.
- Conducted comprehensive business model analysis, encompassing go-to-market strategies, value propositions, product offerings, promotional planning, pricing strategies, and stakeholder partnerships.
- Spearheaded business planning initiatives, translating long-term vision into actionable steps that culminated in first sales.
- Hosted, planned, and coordinated a range of marketing events, including client conferences and tradeshows, to enhance brand visibility and customer engagement.
- Successfully implemented business strategies with both domestic and international clients, ensuring alignment with corporate objectives.

Apple Inc.

Hardware Engineering Team Manager

New York | Mar 2015 - Jan 2019

- Directed a team of 30+ staff in engineering process compliance and operations logistics, notably within the Genius Bar, reducing hardware losses by approximately \$50,000.
- Recruited, trained, and developed specialty technicians, ensuring up-to-date certifications and implementing an action-oriented strategy that resulted in an average Net Promoter Score of 88.
- Managed disciplinary actions in coordination with Global Human Resources, upholding performance and conduct standards.
- Oversaw staffing, scheduling, payroll analysis, and expense budgeting, optimizing operational efficiency.
- Demonstrated extensive product management expertise, completing 200% of planned projects before deadlines.
- Drove key performance indicators and GBE metrics, enhancing overall operational performance.

- Machine Learning
- Data Visualization
- Python Programming
- SaaS Analytics
- SQL
- AI Concepts
- CHAT GPT
- Google Suite
- BING
- ROI>AI
- Case Study Analysis
- Project Management & Collaboration Tools:
- CRM Management
- Salesforce
- Soft Skills:**
- Strategic Planning & Analysis
- Exceptional Verbal and Written Communication
- Business Development
- Specialized Skills:**
- Vendor Management
- Skilled Negotiator
- Metrics & KPIs
- Quarterly Analyst Recommendation

- CLOUD PAYMENTS
- EASY MORTGAGE APPS
- MAXMEDIA
- STAVATTI AEROSPACE LTD
- RHODE ISLAND GROWS
- SANDS HOSPITALITY
- TMG HEALTH SOLUTIONS RDS
- NANO CURES
- CYPRESS INTERNATIONAL
- FAST FORWARD OIL

EDUCATION:

University of California San Diego

Rady School of Management

La Jolla, California

Master of Business Analytics

MSBA - Expected: Graduation 2024

Wagner College

Staten Island, New York

Bachelor of Science

Business Management

Graduate -May 2011

GPA 3.2- Awards -Presidents Diversity and Equity Inclusion, Black Graduate Experience, Women Who Code, NCAA DIVISION 1 WOMEN'S TRACK &FIELD SCHOLARSHIP