1. Analyzed metrics and financial data to formulate proactive and reactive plans to maintain profitability and growth.
2. Built exceptional rapport with suppliers and transportation companies to create seamless operations.
3. Reduced transit time, minimized handling and maximized cost savings through freight cost-analysis and negotiation.
4. Increased distribution points within markets by analyzing sales numbers and delivery costs to drive savings.
5. Managed order cycle to enhance business development and maintain sustainability and customer satisfaction.
6. Achieved and exceeded revenue goals and KPIs.
7. Developed business and drove sales [Number]% by producing new solutions to [Type] problems, gaining new contracts and analyzing logistical issues.
8. Oversaw supply chain operations, including vendor pricing, inventory management and stock distribution.
9. Leveraged valuable business relationships and skillful negotiations to obtain favorable vendor pricing.
10. Conducted qualitative and quantitative analysis of logistics operations to pinpoint and correct inefficiencies.
11. Drove warehouse productivity [Number]% by implementing new, more efficient procedures, including [Type] procedures.
12. Supervised and trained [Number] personnel on supply procedures to guarantee accurate flow of materials.
13. Developed and implemented actionable improvements to increase inventory replenishment efficiency and reduce downtime.
14. Consolidated supplier base while maintaining redundant sources of supply to reduce transit expenses and improve timely delivery.
15. Managed courier network of [Number] across country.
16. Translated business opportunities into incremental revenues through strong selling.
17. Organized and maintained correct inventory levels to drive highest turns possible on inventory.
18. Promoted brand at industry events and through ongoing networking efforts.
19. Developed and managed daily operating procedures for drivers and warehouse employees.
20. Set performance standards and goals for [Number]-person team, using continuous improvement to streamline warehouse processes.