Rosamund Quintanilla-Hale

Inventory Manager
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SUMMARY

Inventory manager with 7 years controlling stock for distribution and e-commerce. Owns $14M of inventory across 6,200 SKUs and 3 locations, raised inventory turns from 4.1 to 6.0, and cut annual shrink from 1.8% to 0.6% of sales. Comfortable in NetSuite and SAP, and known for clear weekly reporting to finance and purchasing.

EXPERIENCE

Inventory Manager — Piedmont Builders Supply

Charlotte, NC · Mar 2022 – Present

- Own $14M of inventory across 6,200 SKUs in 3 branch warehouses, reporting weekly on value, turns and aged stock to the CFO.
- Raised inventory turns from 4.1 to 6.0 in 2 years by setting min/max levels from 12 months of demand history instead of buyer judgment.
- Cut annual shrink from 1.8% to 0.6% of sales by moving to ABC cycle counting and tightening the transfer process between branches.
- Cleared $820,000 of slow-moving stock older than 18 months through vendor returns, bundles and branch transfers.
- Reduced stockouts on the top 400 SKUs by 37% after adding safety stock tied to supplier lead-time variability.

Inventory Control Analyst — Lumen Trail Outfitters

Raleigh, NC · Jun 2018 – Feb 2022

- Ran daily replenishment for an e-commerce brand with 2,100 SKUs and 2 fulfillment centers, shipping 3,500 orders a day at peak.
- Built an aged-inventory report in Excel that flagged 140 at-risk SKUs a quarter before markdown season.
- Reconciled system and physical counts monthly, bringing location accuracy from 93% to 98.5% in 18 months.
- Coordinated 3 annual physical counts with finance, closing each within 2 days of the count date.

SKILLS

Planning: Demand forecasting, min/max and reorder points, safety stock, ABC analysis

Control: Cycle counting, shrink investigation, aged stock reviews, physical inventory

Systems: NetSuite, SAP MM, Fishbowl, Excel (pivot tables, XLOOKUP), Power BI

Collaboration: Purchasing, finance month-end, vendor returns, branch managers

CERTIFICATIONS

APICS Certified in Planning and Inventory Management (CPIM), 2021

EDUCATION

B.S. Business Administration, Operations, UNC Charlotte, 2018

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