

# Bradley T Pope

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**SUMMARY** Proven team leader and accomplished program manager with extensive experience driving profit-growing initiatives with Wal-Mart's largest suppliers. Deep expertise in promotion execution, out-of-stock reduction, demand forecasting, inventory optimization, price elasticity and merchandiser feedback analysis using real time downstream data

## RELEVANT EXPERIENCE

### **RETAIL SOLUTIONS INC. (formerly T3Ci)** Bentonville, AR

7/10 – Current *Director, Wal-Mart Products and Services*

- Performed in multiple client-facing roles including analytics lead, project manager, account manager, and lead technical consultant in a fast-paced startup environment with rapidly changing business requirements
- Responsible for company's product portfolio and solution delivery in support of Wal-Mart suppliers such as Kraft Foods, Unilever, PepsiCo and JM Smucker Co
- Responsible for strategic aspects of all Wal-mart RSi products using SaaS and consulting model including managing resources, budget and client relationships. Managed and delivered all tactical and technical aspects. 24/7 care for customers using teams spread across multiple time zones

12/07 – 6/10 *Manager, Wal-Mart Products and Services*

- Led an international team of 10 analysts and engineers while serving as the managing consultant for strategic accounts
- Identified \$42 million in recoverable POS sales by fixing phantom inventory problems for over 4000 products in 3700 Wal-Mart stores; Issued phantom inventory alerts to in-store merchandisers to proactively fix inventory accuracy problems
- Standardized and internationalized critical business tasks to provide improved 24 hour support. Reduced overall service cost by 55% through process improvements, internationalization and the removal of unprofitable services from product portfolio
- Analyzed Retail Link data for over one hundred promotions in the grocery, health and beauty aids and general merchandise areas; Increased customer revenues through enhanced replenishment settings / timing and improved display vehicles

10/06 – 11/07 *Senior Analytic Consultant*

- Managed all aspects of opening company's first branch office. Duties included facility selection and contract negotiations, as well as interviewing, hiring and training additional staff members in Bentonville, Arkansas
- Provided cutting edge RFID and out of stock analysis to executives of strategic customers using a variety of data visualization and statistical tools

### **INTEL CORPORATION** Chandler, AZ

12/05 – 9/06 *External Silicon Planning Manager*

- Managed an international staff of five employees in three continents responsible for supporting \$88 million in annual sales

11/02 – 12/05 *Supply Chain Program Manager*

- Led a cross-functional resource management team in creating a dynamic headcount model for fabrication material handlers. Facilitated working sessions, measured current activities as being 21% overstaffed and drove a rebidding decision that saved Intel over \$5,000,000
- Led a team of worldwide stakeholders in re-engineering Intel's foundry planning processes used to manage \$250 million in annual sales. Mediated brainstorming and work-sessions that led to drastically improved tools and process flows and reduced the overall process time by 1,400 (14%) hours annually

7/01– 11/02 *Logistics Analyst*

- Developed and delivered worldwide volume, labor and capacity plans and solutions for finished good warehousing.
- Researched, forecasted and presented space requirements of new logistics hubs and third party warehousing locations

### **HARLEY-DAVIDSON MOTOR COMPANY** Milwaukee, WI Buyer/ Planner Intern - January 2000 & Summer 2000

- Used Manugistics software to maintain 500 individual SKU's. Forecasted, released orders, and reviewed backorders for the Controls and Electrical division of Parts and Accessories

## EDUCATION

**ARIZONA STATE UNIVERSITY** Tempe, AZ. Masters of Business Administration, December 2004: Supply Chain Management

**UNIVERSITY OF WISCONSIN-MADISON** Madison, WI Bachelor of Business Administration, May 2001 Triple Major: Supply Chain Management, Operations Management, Marketing Overall GPA 3.8/4.0

## KNOWLEDGE MANAGEMENT / TECHNICAL SKILLS

Advanced Retail Link, Prospace (Space Planning), Expert with Excel, OneNote, Dreamweaver, Photoshop, JMP Statistical Software

## ADDITIONAL INFORMATION

Created the Retail Link Data Management course in the Wal-mart sanctioned Certified Retail Analyst program at NWACC - Instructor since 8/07 and LinkedIn group manager, Completed Wal-Mart Category Management course, Achieved CPIM and APICS instructor certification, Achieved Project Management Professional (PMP) certification, Dale Carnegie Public Speaking Course, 7 Habits of Highly Effective People, Created and currently directing The Memory Maker Triathlon benefitting the Alzheimer's Association