

CAROLYN L. N. ALLEYNE PERRY

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SUPPLY PLANNING & MERCHANDISE PLANNING MANAGER

Create Forecasts & Financial Plans to Maximize Revenue while Adhering to Sales & Inventory Targets

Supply chain management professional with expertise in Demand and Supply Planning and Inventory Management at the managerial and individual contributor level in retail and manufacturing. Thrive in a challenging and rewarding position based on demonstrated interpersonal, operational, analytical, planning, and problem-solving skills in a results-oriented company that values diversity.

Forecast and execute vendor orders that fit within a pre-approved weekly open to buy budget. Review and troubleshoot a portfolio of items across soft lines and hardlines to maximize online presence for customer availability.

PROFESSIONAL EXPERIENCE

- HOWARD UNIVERSITY**, Washington, DC 2022 - present
Instructor, Department of Information Systems and Supply Chain Management, School of Business **2022 - present**
- Teach 4 classes in Procurement, Negotiations, Business Problem Solving, and Capstone/Kearney each semester, and work with corporations including sponsors of the Center for Excellence in Supply Chain Management to enhance the curriculum and improve the technical and analytical skills of students.
- MOTOROLA SOLUTIONS**, Elgin, IL 2019 - 2022
Manager, Supply Planning **2019 - 2022**
- Manage 9 Global Supply Planners and 2 Inventory analysts across 3 international sites in a sales driven environment with less than 70% forecast accuracy while minimizing order backlog and finished goods inventory.
- Manage newly created Supply Planning team to execute activities that minimize inventory while maintaining over 90% service level in all 4 worldwide DCs
 - Direct all quarter end activities including supply response to unforecasted orders in order to meet revenue goal
- SEARS HOLDINGS CORPORATION**, Hoffman Estates, IL 2008 - 2019
Manager, Online Merchandise Planning and Operations **2013 - 2019**
- Key contact to resolve all item-level, companywide inventory and site operation issues on Sears.com and Kmart.com.
- Managed Analyst to respond to clients' issues within 24 hours of requests with a 100% success rate.
 - Distributed all online inventory reports (In-stock, On-hand Not Online (OHNO), Aged Inventory, DC exceptions), to online and full line stores merchant and inventory teams, maintaining average in-stock rate of 95%.
 - Directed real-time inventory process for all eligible Sears and Kmart doorbuster items every holiday season, ensuring 100% in-stock and availability for day after Thanksgiving crucial sales period.
- Inventory Manager**, Sears Home Fashions **2008 - 2013**
- Managed Inventory Analyst in support of \$30M Window, Rugs, and Decorative Pillows business that presented unique challenge of keeping adequate sku presentation quantities to meet customers' needs in over 500 stores while minimizing inventory on slow moving product amidst closing stores and year-over-year increasing sales goals.
- Increased in-stocks from 88.8% to 93.3% in the first 6 months of tenure by focusing on fast-turning product and high-volume stores and using analysis to figure out correct store minimums.
 - Managed 2 resets a year by minimizing discontinued product to decrease company's liability, effectively controlling annual \$9M markdown budget and creating process to purchase new items that adhered to buyer's timeline.
 - Decreased inventory by 10% over 2 years while maintaining 96%+ in-stocks by responding quickly to sales changes and maintaining a successful ABC inventory strategy.
 - Managed 20 vendors in fluid textile environment of increasing fabric costs, changing fashion, and imported goods by building relationships with vendors and creating accurate forecasts based on history and future trends.
- OFFICEMAX**, Naperville, IL 2006 - 2008
Purchasing Manager / Senior Demand Planner, Office Supplies and Office Furniture **2006 - 2008**

Responsible for demand planning and buying of office appliances, presentation items, and office consumables to support over 900 retail stores in a challenging retail environment with an emphasis on increasing inventory turns.

- Analyzed and changed forecasts based on sku biases and sales trends to minimize non-productive inventory and meet customers' needs.
- Worked closely with merchants and vendors on establishing product flow timeline and creating orders for new products to minimize excess inventory in stores and at vendors where there was no established sales history yet.
- Managed all aspects of demand planning and weekly buying from 6 domestic and import vendors for Ready to Assemble (RTA) Furniture business to support close to 900 retail stores.
- Transitioned RTA business from 3% to 70% Direct Import business over 9 months with no increase in inventory even with COGS increase due to higher cost items by selling down inventory on domestic items while placing orders for new import items which also had a longer lead time (few weeks versus 4 months).

EASTMAN KODAK COMPANY, Rochester, NY

Demand Manager, Batteries and Chargers

Demand Manager, Retail Photofinishing Equipment

Demand Manager, Wholesale Photofinishing Equipment

Demand Planner, Rochester Photochemicals Division

Finished Item Planner and ERP Release 2.0 Site Lead, Rochester Photochemicals Division

Aggregate Finishing Planner and Finished Item Planner, Rochester Paper Flow

EDUCATION

- **Master of Business Administration (MBA)**, Concentrations: Business Logistics and Marketing, The Pennsylvania State University, University Park, PA
- **Bachelor of Arts (BA)**, Africana Studies; Concentration: Economics, Cornell University, Ithaca, NY

COMPUTER AND LANGUAGE SKILLS

Microsoft Office: Word, Excel, PowerPoint, Access, and Outlook

Planning Tools: Manugistics' Demand and Supply Management (DSM); SAP; Oracle; Tableau

PROFESSIONAL AND COMMUNITY ACTIVITIES

- Six Sigma Black Belt Training
- Council of Supply Chain Management Professionals - Officer
- Cornell Alumni Admissions Ambassador Network
 - Meet with high school students applying to Cornell to discuss their academic background and extracurricular activities and answer questions based on my Cornell experience
- Lifetime Member, National Black MBA Association
- Secretary; Kodak Park Site Forum Chairperson, Eastman Kodak's Network North Star
- Member, Penn State and Cornell University Vertical Slice Teams, Eastman Kodak Company Corporate Recruiter
- Secretary, Rochester West Indian Festival Organization, Inc.
- Member and Committee Volunteer (Operations Committee), Women's Forum of Kodak Employees
- Leadership Team Member, Mentor and Mentoring Coordinator, Business Engineering Science and Technology Program

ONLINE CLASSES TAUGHT AT NATIONAL AMERICAN UNIVERSITY

- Purchasing and Supply Chain Management
- Logistics and Transportation Management
- Business Logistics Projects
- Marketing and Distribution Channels