

JUAN P. NIEVES

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PROFESSIONAL EXPERIENCE

Aclara Technology

August 2017-Present

Demand Planner

Somersworth, NH

- Develop and implement analysis to assist the Production team, with production and personnel scheduling in accordance with business efficiency
- Work with Sales and Project Managers across the nation
- Evaluate materials on hand and determine most efficient date for order to be placed into production to both meet customer requests and our production efficiency
- Analyze production data to determine proper production cost evaluation and efficiency on production floor to meet monthly/quarterly revenue goals
- Present monthly productivity, revenue, and capacity data to the Operations Vice President, Sales VP, Materials VP, and the operations team.

Petedge, Inc

Nov 2015 – June 2017

Demand Planner

Beverly, MA

- Develop and implement analytic techniques to provide business insights and recommendations to merchandising team
- Build and foster vendor relationships
- Monitor in-stock levels and ordering tempo to meet sales demands while keeping on hand in-stocks at a minimum
- Analyze sales data to determine profitability of products and placement and make recommendations for the expansion or reduction of inventory
- Formulate and present quarterly productivity analysis reports and briefings to the Business Unit Vice President in order to make higher level decisions that affect the advancement of the company

United States Army

Feb 2010 – March 2018

Logistics Officer

Concord, NH

- Developed Standard Operating Procedure for Unit tracking of Inventory, Maintenance, and Field Supply
- Maintain accountability and accuracy of the unit's property book for the commander, including all standard and sensitive line items, valued at over \$150 million
- Ensured Strategic Initiatives for Battalion Operations were met in accordance with National readiness tasks
- Oversee the coordination and movement of supplies for training operations and convoy maneuvers

Topco Associates, LLC

Apr 2015 – Nov 2015

Category Analyst

Elk Grove Village, IL

- Cultivated analytic strategies on which to base business insights and proposals to Topco members
- Established positive business relationships with members and vendors
- Ensured pricing accuracy on a regular basis to provide best customer care to members
- Utilized sales data to determine cost-effectiveness of products and placement
- Provided recommendations for the expansion or reduction of product sets
- Prepared quarterly productivity analysis reports and briefings
- Collaborated with senior management to make higher level decisions that influenced business growth

Sears Holdings Corporation

Senior Merchandising Planning Analyst

Dec 2012 – Apr 2015

Hoffman Estates, IL

- Led and developed space analysts as part of the Sears & Kmart Space Management team
- Coordinated with merchant and inventory teams to ensure proper placement and allocation of products to set stores throughout the country
- Ensured accuracy of space and floor plans at the store level for the entire chain of Kmart and Sears stores
- Analyzed sales trends to determine profitability of products and placement and provide recommendations to ensure sales growth

EDUCATION

Excelsior College

Bachelor of Arts: History

Albany, NY

Minor: Business Administration

STRENGTHS AND ADDITIONAL SKILLS

Computers: Well-versed in Microsoft Word, Excel, Power Point, Publisher and Outlook; trained in JDA and Space Planning Management, SAP, Tableau, IRI Data Analysis, Nielsen Syndicated Data, JDEdwards, DAS Reporting

Data Analysis: Quantitative analysis, cost negotiation, sales forecasting, and identifying trends