

Brian Walsh

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Retail Executive

Accomplished retail executive with significant leadership positions in Inventory Management, Category Management, Merchandising and Operations. Proven track record of delivering outstanding results in sales, margin, in-stock, GMROI and inventory control. Highly effective at developing internal and external partnerships through advanced collaboration, the timely setting, communication and measurement of goals and by providing ongoing proactive and developmental feedback.

Inventory Management | Category Management | Merchandising | Supply Chain
Supplier Relations | Process Change | Change Management | Talent Development

University of Rhode Island

Senior Lecturer

2018 –

Lecturer

2014 – 2018

- Educate and Mentor undergraduate students in a variety of Supply Chain, Logistics and Marketing topics.

CVS Caremark, Woonsocket, RI

Senior Director Inventory Management

2005 – 2014

- Directed a team of 21 individuals responsible for all Demand and Supply planning functions and the related execution of product from supplier to store representing \$4.7B in retail sales and \$3.3B in annual purchases.
- Developed and led inventory reduction work streams returning \$325M in working capital and an 8 day reduction in ongoing days of supply.
- Governed CPFR relationships (supplier generated purchases) accounting for 53% of total front store purchases.
- Senior Member of Project Team accountable for implementing the next generation Forecasting and Replenishment system, pilot in Q3 2013 with rollout initiated Q1 2014.
- Accountable for creating category level inventory budgets.
- Financially analyzed and executed effective forward purchasing programs.
- Increased warehouse labor efficiency by creating and deploying efficient ordering multiples with 28 key suppliers representing approximately 45% of total purchases.
- Designed and implemented inventory strategies to successfully integrate multiple acquisitions including both Eckerd Drug and Long's Drug into the CVS portfolio.
- Consistently achieved the highest employee engagement scores within the department. Over a dozen individuals promoted into advanced positions.

Senior Inventory Manager

2004 – 2005

- Directed a team of 10 individuals with overall accountability to formally integrate inventory management practices into all core business functions within Category Management and Merchandising processes driving \$2.8B in annual sales.

Store Replenishment Manager

2001 – 2003

- Designed, tested, implemented and deployed the 1st perpetual inventory, automated replenishment system at CVS. Scope included training and change management for both the field and internal departments. Re-engineered numerous processes to align with and leverage this new functionality.
- Completed roll out to 4000 stores. Q4 full chain in stock improved 360 bps to 97.5%, customer OOS complaints decreased by 28%, all while reducing overall inventory \$164M.
- Designed, tested and deployed an innovative “what if” tool to allow for accurate modeling. Effectively captured “lost sales”, recognized and leveraged existing store inventory for future promotions (\$20M weekly benefit in 2013). Customer OOS complaints dropped an additional 29%.

Category Manager

1991 – 2001

- Accountable for various businesses over the years with experience in Beauty, Health Care, Store Brand and General Merchandise categories. Positions had full P&L responsibility and entailed complete product, pricing, promotion and merchandising accountability.
- Special assignment (1995)- Project Manager for enterprise wide Supply Chain Management Project.
 - Developed Category Analysis & Planning Tool which provided the foundational approach for our category review process. Brought together internal and external data points and delivered a functional tool set allowing for fact based decision making.
- Assumed responsibility for the Stationery category in 1996 representing over \$100M in sales and third in overall company Gross Margin Dollars.
- Initiated the first Corporate wide implementation of staggered advertising plans to align with school start dates. Multiple ad formats are now a staple.
- Completed sku optimization assessment in Stationery (given the impact of office superstores), reduced inventory 27% and exceeded all GMROI targets. Drove emphasis on direct import opportunities generating \$2.3M in annual incremental margin.
- Assumed added responsibility for Greeting Cards (while maintaining Stationery) driving \$526M in annual sales. Converted American Greetings to a CVS serviced program worth \$3.2M annually.
- Negotiated \$20M in annual incremental revenue from the Revco acquisition (1997).

Field Management

1984 -1991

- Store Manager with complete P&L and personnel responsibilities covering all facets of retail operations including sales, margin, expense, payroll, talent recruitment, retention and development.

Education - Bryant University, Smithfield RI

Masters Degree in Business Management

Bachelor of Science Degree in Criminal Justice

Activities

Microsoft Excel Level 1 Specialist Certification

Microsoft Excel Level 2 Expert Certification

Member CSCMP – Council of Supply Chain Management Professionals

Academic Adviser – URI Supply Chain Club

Member – URI Supply Chain Advisory Board