**Merrick Aiken**

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**615-906-1050** 

Seeking to be a change leader in a rapidly evolving industry where I can initiate effective, efficient, and profitable continuous improvement activities

# Skills

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| --- | --- |
| * Certified Lean Six Sigma Green Belt * Ability to present across all management levels * Group coaching in a class setting * Meeting/project facilitation | * Creation of effective inventory control measures * Comprehensive understanding of daily warehouse activities * Skilled in Microsoft Excel and VIP |

# Experience

### January 2019 – present

## Business Optimization Mgr / Southern Glazers Wine & Spirits, Dallas

* Collaborate with commercial leadership on Route-to-Market change initiatives across the SGWS Central Region
  + Conducted Sales Force optimization for states to re-allocate headcount to top accounts
  + Kansas Ex: Created a universal team and tighter geographical routes resulting in a 14% reduction of total weekly workload to allow for greater up-sell time for sales reps and more realistic territories
* Develop customer/account segmentation processes to drive corporate, state, and E-commerce strategy
* Coach Lean Six Sigma Project Management Green Belt classes across SGWS and support commissioned projects
  + 15 Classes taught in 2019 to approximately 450 students
* Forecast case, revenue, and headcount impact of supplier acquisitions
  + Including Beam Suntory, Heaven Hill, and the sale of several Constellation brands to E&J Gallo

### August 2016 – December 2018

## Director of Demand Planning / Det Distributing, Nashville

* Initiated all order planning and warehouse activities aimed at decreasing occurrences of out-of-stocks while minimizing exposure to waste and risk
  + 37% reduction in waste and 14% reduction in out-of-stocks in 2018 versus 2017
  + Received the top forecasting accuracy award from Miller/Coors in 2017
* Managed suppliers to identify opportunities for growth, risk mitigation, and SKU rationalization
* Coordinated sales and delivery reroutes for both on and off premise departments

### May 2015 – August 2016

## Logistics Analyst / Reyes Beverage Group, Chicago

* Dispatched 149 routes for two business units that deliver approximately 25 million Case Equivalents/Year
* Lead sales, delivery, and merchandising reroutes across multiple business units
* Published weekly/quarterly DOT violation and Drivecam reports for all business units

# Education

### may 2015

## BS in Business Administration / University of Tennessee, Knoxville

Major: Supply Chain Management Collateral: Entrepreneurship