Justin Hamilton

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**PROFESSIONAL EXPERIENCE**

Lowes Home Improvement Belleville, IL

**Merchandising Service Team** 2020 – Present

Key Accomplishments:

* Built relationships with vendors by providing direction and checked to ensure merchandise resets are completed according to Lowe’s specifications.
* Collaborated with the Merchandising Service Team and upper management by communicated project priorities, schedule, and project needs.
* Analyzed metrics and provided feedback on project execution and in-store service to store, market, and corporate leaders.
* Conducted resets and adjusted planogram issues at the store level via SMART project and Space Planning software.

Crossmark-JUUL Division O’Fallon, IL

**Direct Sales Representative** 2019 – 2020

Key Accomplishments:

* Executed the strategic plan for the JUUL Portfolio for a defined geography consisting of 250 accounts.
* Increased JUUL distribution by 20% and set up promotions to accelerate incremental sales.
* Acted as liaison between accounts and the distributors. Placed E-orders that aligned with JUUL’s strategy and best for the account and category.
* Engaged with Key Decision Makers at the store level to identify issues that could impact execution and proactively recommend solutions to close gaps and capitalize on opportunities.

Hammy Paws Pet Supplies Indianapolis, IN

**Owner-Sales Manager** 2014 – 2019

Key Accomplishments:

* First year sales were 15% over projected sales goal.
* Full management accountability for the market execution, merchandising standards, compliance, forecasting, sales and P & L.
* Acted as advocate for customer sales representatives fielding any customer issues, delivery problems.
* Developed an ROI mindset utilized analytics to develop optimal solutions for sales and margin enhancements.

Anheuser-Busch InBev Indianapolis, IN

**Category Space Manager** 2012 – 2018

Key Accomplishments:

* Mentored and trained up to five category space coordinators.
* Led to incremental captaincy gains of 9 accounts in the Great Lakes region.
* Helped lead new validation implementation in the Great Lakes Region, which decreased validation days from 3 down to 1.
* Secured company’s first Package Liquor captaincy in Indiana.
* Developed a Retailer Profile dashboard to help in collaborating with the sales team and wholesalers on opportunities that align with the retailer.
* Maintained space to sales ratios and product assortment to consistently hit KPIs which ranged from 80% to 100% completion.

**Anheuser-Busch, Inc. (Idea Integration Corp.) St. Louis, MO**

**Category Space Analyst** 2008 – 2012

Key Accomplishments:

* Acted as Team Lead contractor on Food Lion account, consisting of 1,100 Stores in 10 States.
* Managed team of three contractors which helped maintain captaincy on this account for 4 straight years while increasing space and sales share.
* Redesigned and implemented a project tracking tool that increased productivity by 25%.

Glazer’s Wholesaler Family of Companies Collinsville, IL

**Key Account Manager** 2004 – 2008

Key Accomplishments:

* Successfully led the development of 100+ on and off-premise accounts through relationship management and additional product sales (e.g. fine wines, beers, and spirits).
* Increased sales on premise route by 15%.
* Exceeded customer sales and profit goals every year for 3 major grocery chains.

Shop N Save Collinsville, IL

**Dairy/Frozen Manager** 1996 – 2004

Key Accomplishments:

* Started as courtesy clerk and was promoted to grocery clerk after only 3 months of employment; Promoted to Dairy/Frozen Manager after 6 months employment.
* Managed a department of 6+ individuals that did an average of $35,000 a week and increased to $50,000 during peak holiday times.
* Managed inventory control/Shrinkage by conducing weekly and monthly counts which led to consistently being in the top 3 out of 36 total stores.

**EDUCATION AND CREDENTIALS**

**Bachelor of Science – Geography (Economic Geography)**

Southern Illinois University at Edwardsville

JDA Certified Space Planner v7.6.1

Category Management Association- Certified Professional Category Analyst (CPCA)

Category Management Association- Certified Professional Category Manager (CPCM)

— Areas of Expertise —

Category Space Management | Strategic Analysis and Planning | Relationship Management

Revenue Generation | Account Management and Support | Planogram Creation and Execution

New Product Launches | Process Improvements and Product Assortment Recommendations | Inventory Management | Project Management | Merchandising |

**TECHNICAL SKILLS:**

Intactix-JDA suite, AC Nielsen, IRI, Spectra, Shopper Insights, InContext,Microsoft Windows, MS Office (Excel, PowerPoint, Word, Access), Power Query, Power Pivot, PowerBI, Adobe, SmartDraw, SPSS, ArcView, EFT, Smart Project Electronic Commerce

**VOLUNTEER WORK**

**Northern Lights Sled Dog Rescue (NLSDR)** 12/13-Present

* Assisted with adoptions (paperwork, home visits, education)
* Weekly attendance at the kennel spending time with the dogs; walking/playing
* Coordinated other volunteers to help work Pet Expos
* Sponsored many dog events benefiting Northern Lights Sled Dog Rescue