

# Amannpriti Singh Bedi

**Business Management Analyst with 9+ years in retail business, sales, operational management.**

**MBA** in Project Management, Finance, General Management; **LSSBB**, Agile Certified; **Bachelors** in Psychology, Cognitive Science; **Associates** in Chemistry.

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## SUMMARY:

A learner at heart, technologist at mind and agile value-oriented business development analyst with **more than 9 years experience in management, sales, operations of multi-site retail business**. Being a cross-functional, self-organizing, intrinsically-motivated analyst with technical skills and business acumen to execute a broad range of business goals for prospective value-generation. As someone who has experience in building strong teams, enabling successful sales processes, strategically improving business processes, managing accountable business practices, collecting and utilizing aggregate data on brands, products, consumer-trends, social media trends, and economic data analysis in decision-making process.

## SKILLS:

### Business Management and Analytical Skills:

- Full sales-cycle management, B2B and B2C sales, account management.,
- **Supply Chain** Strategic Sourcing, **Procurement** Supplier/Consumer **MRP management**, and Full-cycle **CPG** management.
- Full marketing analysis, Decision-making, Problem Solving.
- Business Contract negotiation, Pricing negotiation, trade-allowance agreement.
- **Data-Mining, Data- Market Analysis, Business Analysis** using CensusData, FRED, SEC EDGAR, NOAA, Preference Index (Dunnhumby RPI), Net Promoter Scores.
- **Corporate P&L management, cash-flow modeling**, demand-price analysis, inventory forecasting, cost and schedule variances, time-phased budgeting, Full **Retail management**, HR management and vendor management.
- Staff/ talent work-flow, training and management, and **strong writer and verbal communications and interpersonal** skills alongside **public-speaking** competencies.

### Technical Skills:

- **SalesForce, Google** Cloud Analytics Certified, **Asana, Jira, Confluence, Hubspot** experience.
- **Facebook, Instagram, Tiktok, Google, Pointy**, developer and advertising platform use.
- Experience with **R Studio, SPSS** for statistical analysis, **Tableau** and **Power-Bi** for Data Visualization.
- **Database** management using **SQL and no-sql JSON, mongodb, CSV management, and API data mining**.
- Direct and Syndicated **CPG** (Consumer Packaged Goods Retailer) exposure.
- **Microsoft 365 and Word, Excel, Powerpoint, MSProjects** experience.
- **Google Docs, Sheets**, Python application in **Google Colab** and **Jupyter** Notebook Python data analytics.
- **Python** pip frameworks such as **Pyautogui, BeautifulSoup, Selenium, Tensorflow, Keras, and Matplotlib.. Recently, py-scripts for browser based low cost automation.**
- Advanced Adobe **Illustrator, Photoshop, Acrobat**.
- **PHP, HTML, CSS, Pyscript, Streamlit, Javascript, Ajax** and frameworks such as **JQuery, Bootstrap, Nodejs, Reactjs**.
- Experience with Robotic Process Automation platform(**RPA Blue-Prism**).
- Experience with utilizing Electronic Data Interfaces(**EDI**) in the context of **ERP**.

## EDUCATION:

- **Keller Graduate School of Management: MBA**, Masters in Business Administration with specializations
- in Finance, Project Management, and General Administration. (San Diego, CA)
- **University of California at Irvine: Bachelor's** degree in Psychology(Cognitive Science). (Irvine, CA)
- **Irvine Valley College(AA): Associates** Degree in Chemistry. (Irvine, CA)
- **Saddleback College:** Undergraduate Basic Sciences. (Mission Viejo, CA)

## CERTIFICATION:

- **Global Procurement and Sourcing** Specialization & **Supply-Chain Management** Specialization by Rutgers School of Business.
- **Google Project-Management Professional Specialization** & **Google Cloud Platform Business Certification** by Google Career Certificates.
- **Google Data Analytics Certification** by Google Career Certificates.
- **Project Management Principles** and Practices Specialization by University of California, Irvine.
- **ICPM** Certified Supervisor by Institute of Certified Professional Managers.
- **Lean Six-Sigma Black Belt Professional Certified (LSSBB) & Agile** Project Management Certification by Management and Strategy Institute.
- **Executive Data Science** Specialization by John Hopkins University.
- **Specialization in Finance and Quantitative Modeling** For Analysts by Wharton School of Finance at University of Pennsylvania.
- **National Register for Food Safety Professionals, Occupational Safety and Health-Certified** by Premier Food Safety Institute.

## GROUPS ASSOCIATIONS:

- Member and Certified by National Society of Leadership and Success in **Advanced Executive Leadership**
- Mentor consultant for **SBA-SCORE** Mentor program.

## WORK EXPERIENCE:

### **Business development Analyst, Operations and Sales Partner:**

03/2017 to 06/2022

Ssmedusa Investment Inc., Newport Beach, CA

- **Role :** Multi-site SMB Business development Analyst. 100% inbound annual gross revenue of \$1.6m. Led business planning, P&L responsibilities, budgeting, Sales management, talent management, operations management, supply chain (inventory) management, and new business development through strategic merchandising with managers from Pepsico, Couche-Tard, Coremark, Alta-Dena, Reyes Brothers, Harbor Distributing, and Anheuser-Busch.
- Led each site to full digitalization by developing a new POS/CMS/ERP tool called W-POS with our own inventory management system called FAIR-LEAD (Fully Autonomous Inventory Reconciliation with Lowest Excess Anticipated Demand) built utilizing Agile Project management Kanban framework
- Full-cycle recruiting, training development, and training program for business managers in inventory, cash, sales process, customer service. A continuous-training of staff was done utilizing W-POS.
- **Results :** Oversaw growth of 7% year-year average per site, high in-stock levels, and improved revenue, with steady cost-reduction, digital inventory management, and reduction in inventory shrinkage, automated work-flow processes, and aggressive regional marketing via Facebook and Google.
- Error elimination in shift entries, and an average increase of 1.5% in revenue per quarter. Additional reduction in inventory shrinkage to below 0.4% per quarter, a reduction in excess inventory carrying cost by 6%. Employee-turnover was reduced below 10% per year.
- Reduction in paper-usage by over 95%. With the W-POS system each site was able to maintain an inventory in-stock level on all products above 96% through forecasting.

### **Business Development Partner:**

02/2015 to 05/2021

Sai Investments Inc., Huntington Beach, CA

- **Role :** Managed 100% inbound annual gross revenue of \$1.8m, and growing.
- Operating business partner in retail convenience store and gas-station, along with retail packaging, freighting, and shipping stores in San Juan Capistrano and Huntington Beach.
- Implemented in-house POS/CMS/ERP called W-POS tools for improved metrics in customer retention, sales, inventory management and cash-flow variances.
- Used MS Projects in implementing POS task management, budgeting, cost management, and schedule management of the iterations of WPOS roll-out at each site sequentially.
- **Results:** W-POS led to improvement in revenue by an average 8.3% PY and reduction in inventory shrinkage, wastage to below 0.8% per quarter. Due to continuous training, we had 0 work-place incidents, accidents.
- Reduced stock-out rate to below 5% per month.
- Mystery shopper rewards for 96% inventory in-stock.

### **Operations Consultant (Part-time, Remote):**

08/2017 to 04/2022

International Sikh Council for Women (ISCW) (84-2149607), Mechanicsburg, PA.

- **Role:** Led the in-house product-development of a systematic RFP response, alongside Cal-Grant-writing framework
- including document management, business management, and product management for the non-profit organization.
- Established a non-for-profit campaign management portal for volunteer, campaign, inventory, donation integration
- **Result:** 3 responses to cal-grants RFPs filed in first month of use.
- Received more than \$13000 in donations through the portal. Clothing drive campaigns led to 100 barrels of clothes donated to the salvation army.
- Facilitated onboarding and training, and volunteer management of 2 batches( 16 students per batch).

### **Business Manager:**

08/2009 - 04/2016

DBA The UPS Store #2339., Anaheim, CA

- **Role:** SMB and mid-market manager. Client relationship management, inventory, cash management, loan-signing, notary public, money-transfer & check-cashing management.
- Provide clients with packaging, crating, freighting, and shipping solutions to create value for them in their shipping process.
- Provided clients with document service needs using Adobe Photoshop, Illustrator, word, excel, PowerPoint, Publisher.
- **Result:** New business growth of 12% house-accounts per year and documented sales improvement of average 19% Year-over-Year.

### **Undergraduate IRB funded Research (Full-time Student):**

04/2007-08/2009

University of California, Irvine., CA

- Completed the Institutional Review Board processes under guidance of Dr. Jonathan Flojo as an undergraduate researcher. Researched cultural assimilation of zero-generation Asian American students in the USA. Was published by University School of Social Science in the Undergraduate Research Journal by University of California, Irvine, 2009.
- Utilized data collection tools, statistical analysis, and inferences through SPSS, Excel.

## VOLUNTEER EXPERIENCE:

### **Medical Center Volunteer (Weekends):**

01/2011 to 10/2014

University of California Medical Center, Orange, CA

- Completed 1025 hours at the University of California, as a Volunteer at Children Hospital of Orange County alongside patient Interaction and support at Douglas Hospital, Chao Cancer Center, Post-Operative Care Unit, and UCI Medical Tower at the UCI Medical Center.