

MARTIN PERKEY

3231 Hiddenwood Lane, Burlington, North Carolina 27215
H (336) 538-0258 C (336) 214-5137 mperkey@triad.rr.com

SUMMARY

Extensive Experience in: Forecasting demand and inventory requirements. Directing strategic relations and contract negotiations with domestic and international suppliers to ensure product availability. Multifunctional leadership abilities that helped introduce new products and programs that yielded incremental sales and increased customer satisfaction. Enterprising business owner.

KEY ACCOMPLISHMENTS

- Managed inventory system to produce service levels at 100% for strategic items.
- Reduced cellular phone inventory levels by 50%.
- Introduced new product category, generated 167% of first year revenue plan.
- Delivered above target inventory turns - goal 8 produced 12.
- Forecasted total sales and inventory requirements for 140 locations.
- Shortened manufacturing lead times by 30%.
- Reduced spend on electrical components by 50%.
- Decreased inventories by 20% and increased service levels by 40% for consumable and consumer items.
- Improved strategic category fill rates from 70% to 95%.
- Transitioned store from last to first in sales per square foot for mall category.

EXPERIENCE

RHEEM MANUFACTURING Randleman, North Carolina
After-Market Buyer

2005-2009

- Managed multifunctional team to evaluate and launch of new aftermarket products.
- Forecasted sales and inventory requirements for new products, determined sales trends.
- Ensured product availability, communicated inventory requirements to suppliers.
- Negotiated supply agreements with national and international suppliers.
- Managed sourcing of new products from Chinese suppliers.
- Improved fill rates from 70% to 95% for motors (the company's number one revenue generating category) in two months.

CARLYLE & CO. Greensboro, North Carolina
Retail Sales Consultant

2002-2005

- Sold high-end jewelry and watches.
- Developed and maintained personal clientele portfolio.
- Introduced format for maintaining perpetual inventory.

TECSTAR, INC. Durham, North Carolina
Buyer

2000-2001

- Worked closely with product planners to improve sub-contracting processes, shortened lead times by 30%.
- Identified demand beyond MRP directed purchase requirements, shortened lead times and decreased costs.
- Identified and resolved problematic Bills of Material (BOM) and MRP item master issues, increased use of in stock inventory 50% by occurrence.
- Documented in stock alternatives for MRP directed purchase requirements, reduced spend on electrical components 50%.

AT&T WIRELESS / VANGUARD CELLULAR Greensboro, North Carolina
Purchasing Manager
Purchasing Agent

1989 - 2000
1991-2000
1989-1991

- Generated 100% service levels for strategic items, forecasted sales and inventory requirements, communicated with strategic suppliers to ensure product availability, worked with sales and marketing teams to assure inventory flow matched projected sales.
- Reduced inventory levels by 50%. implemented new inventory system and business procedures, managed elements of product life cycle due to model changeover, and transitions of system technologies.
- Delivered above target inventory turns (target 8 produced 12), developed dynamic, perpetual purchasing and inventory management model. Limited obsolescence exposure.
- Introduced first in market retail accessory program, produced incremental sales and increased customer satisfaction.
- Decreased inventories by 20% and increased service levels by 40%; introduced direct-to-user programs for internal technical support groups, and direct to consumer sales.
- Developed and managed supplier relations to maximize strategic and tactical support, collaborated with constituents to define perfect supplier.

FANFARE SHOES / ANDREW'S
Owner

Hickory and Durham, North Carolina

1981-1989

EDUCATION, TECHNICAL SKILLS

B.S., Advertising and Public Relations

FLORIDA STATE UNIVERSITY, Tallahassee, Florida

Institute for Supply Management: Developing a Framework for Excellence, Creativity in the Purchasing Management Process, Increasing Productivity in a Changing Environment, Purchasing and the Law, Reducing Costs Through Cost Effective Purchasing, LowCost Country Sourcing, Best Negotiation Practices, Creative and Effective Problem Solving

Microsoft Word, Excel, Outlook, Access, Power Point, Oracle Financials, GERS, Logility, Made To Manage, JD Edwards