

Lorena Coreas

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- People Leadership & Mentorship
 - Full Cycle Recruitment
 - Relationship Management
 - Walmart Leadership Foundations Graduate
 - Price Optimization & Planning
 - Contracts & Procurement
 - Sales & Marketing
 - Bilingual – Spanish
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Experience

Merchandising Operations, Sr Manager II / Walmart Home Office (Aug 2021-Current)

- Responsible for the replenishment, receiving/ordering, inventory presentation, and item instock tracking
- Responsible for overseeing incoming and outgoing shipping activities to ensure accuracy, completeness, and conditions of shipments
- Plan visuals and mod resets weeks in advance to ensure the store is ready for new product
- Balance the needs of multiple customers simultaneously in a fast-paced environment
- Establish and maintain partnerships across all suppliers and merchants, along with our internal business partners such as Demand, Logistics, Transportation, Inventory Solutions, and Modular Planning
- Ensure accurate item forecast per commodity
- Guarantee domestic inventory orders for Walmart US are systematically driven
- Achieve financial results for merchandise categories (Cold cereal, hot cereal, bread, buns, specialty bread & rolls)
- Develop inventory strategies within specific categories
- Educate suppliers and business partners on inventory management best practices
- Create forecast parameters to drive sales, achieve market share growth and category goals while maintaining sales and trends

Senior Supervisor / Tyson Foods (Sept 2019-Aug 2021)

- Managed team of Deduction Analysts in Resolution Management Group
- Team was responsible for supplier payment discrepancies on the Retail Front End side for consumer products
- Created monthly goals to lower our deductions balances across all customers
- Submitted daily, weekly, monthly, and quarterly reporting to track team member productivity
- Handled all HR and personnel issues for my team- including counseling, evaluations, recruiting, hiring, and training
- Worked directly with Genpact shared services group and TRACE to implement process improvements and streamline job functions
- Collaborated with sales managers and third-party brokers- these individuals partnered with us to review supplier contracts and pricing
- Reconciliation of customer accounts to offset debits and credits based on cash funds available

Compliance Account Manager / Walmart Global Business (Aug 2014-Sept 2019)

- Vendor management for over 800 external accounts
- Account reconciliation and third-party consulting for high-risk vendors in terms of collections
- Research and resolution of vendor disputes for claims from Post Audit team
- ISD, GBOS, Logistics, and GBS Procurement- Governance and Legal Contracts
- Created contracts between management and customer and obtained approvals for said contracts
- Assisted buyers with making impactful financial decisions towards their P&L and partnered with merchants on funding issues
- Project Manager within our department for implementation of process improvements and assisted in training new hires
- Marketing strategy and in-store visual merchandising
- Successfully managed vendor contracts for Walmart product launch and external promotional events

Education

Nursing Assistant / NWACC, Bentonville, AR (May 2008)

High School Diploma / Fayetteville High School (May 2008)