ALEXANDRA GREENE

Retail Operations Manager

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in LinkedIn

WORK EXPERIENCE

Retail Operations Manager
American Eagle Outfitters

📅 2020 - current   📍 Pittsburgh, PA

- Spearheaded a successful product launch that resulted in a 38% increase in sales during the launch month
- Enhanced inventory accuracy to 98% through rigorous cycle counting and implementing inventory control processes
- **Reduced operating costs by 12%** by implementing streamlined Connecteam scheduling and optimizing staffing levels
- Increased overall store revenue by 19% through strategic Magestore inventory management and effective visual merchandising

VP of Retail Operations
Urban Outfitters

📅 2017 - 2020   📍 Philadelphia, PA

- Introduced Tableau-driven forecasting methods that led to a 14% reduction in overstock and stockouts
- Streamlined supply chain processes using E2open, reducing lead time by 18% and improving inventory turnover
- Implemented personalized customer engagement strategies, which resulted in a 21% increase in repeat business
- Developed market entry strategies that **led to a 12% increase in market share** within a luxury brands niche
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Director of Retail Operations
Five Below

📅 2014 - 2017   📍 Philadelphia, PA

- Reduced excess inventory by 23% through improved demand forecasting and inventory turnover optimization using Zoho Inventory
- Oversaw the launch of seven new stores, **achieving an average increase of 31% in revenue** within the first year of operation
- Improved store layout and organization with Quant that led to a 42% increase in staff productivity and customer flow
- Negotiated favorable vendor contracts, resulting in a 27% reduction in procurement costs

EDUCATION

Bachelor of Science
Business Administration

Drexel University

📅 2010 - 2014

📍 Philadelphia, PA

SKILLS

- Magestore
- Connecteam
- Zoho Inventory
- Salesforce
- Deputy
- Tableau
- E2open
- SAP Supply Chain Management
- SAP ERP
- Asana
- Magento
- RetailMetrics