
ANALYTICS & INVENTORY PLANNING LEADER | AI-ENABLED OPERATIONS

Analytics leader who came up through the individual-contributor ranks and now leads a team of analysts at one of the fastest-growing companies in U.S. history. I own the enterprise retail gross profit forecast and acquisition strategy, report to executive leadership weekly, and build the AI-enabled workflows my team runs on.

PROFESSIONAL EXPERIENCE

CARVANA | SENIOR MANAGER, INVENTORY PLANNING

2022 – PRESENT

Lead two senior analysts and three analysts while personally owning the enterprise Retail GPU forecast and acquisition strategy, delivering weekly and monthly executive reporting that aligns inventory groups around margin decisions.

- Drove eight- to nine-figure annualized profit impact by transforming wholesale auction strategy
- Scaled weekly auction supply actioned without headcount growth while lowering source acquisition cost per unit
- Coached a senior analyst through modernizing the enterprise Retail GPU forecast, consolidating work once spread across three people into one role
- Led a newer analyst in building the data infrastructure and purchasing product behind a large share of vehicle acquisitions across a national inspection center network
- Lead through partnership across Operators like the Buy Team, analyst peers in Inventory Analytics and Inventory Control, and technical partners in Retail Science, grounding modeling in business fundamentals while staying close enough to Finance and Accounting to know the P&L cold
- Built and scaled AI-native analytics practices, from Claude Enterprise workflows automating pricing treatment classification and market monitoring to team-facing documentation and templates that raised the whole team's AI fluency

CARVANA | MANAGER, INVENTORY PLANNING

2022

Built the inventory KPI framework Carvana's analyst team still runs on today, balancing supply across in-transit, work-in-process, and available inventory while managing and coaching a team of analysts.

- Introduced share-of-shelf and sell-through KPIs still used by analysts to manage inventory for the most profitable used-auto retailer in the U.S.
- Balanced in-transit, work-in-process, and available inventory to reduce volatility in financial outcomes
- Redesigned analyst ownership around customer cross-shopping behavior, building deeper category expertise across the team
- Onboarded and helped develop a new associate director who is now a Director

PRIOR EXPERIENCE

CARVANA | Associate Buyer → Buyer → Analyst → Senior Analyst | 2018 – 2022

PANASONIC ENERGY OF NORTH AMERICA | Manufacturing Data Analyst | 2017 – 2018

GRANT THORNTON | Risk Advisory Associate | 2016 – 2017

EDUCATION

MASTER OF BUSINESS ADMINISTRATION, FINANCE EMPHASIS

BACHELOR OF SCIENCE IN MECHANICAL ENGINEERING

MATHEMATICS MINOR

University of Nevada | 2015 & 2017

SKILLS

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|----------------------------------|------------------------------------|----------------------------|
| • Claude Enterprise (Power User) | • Streamlit | • Tableau |
| • SQL / BigQuery / Snowflake | • Excel / Google Sheets (Advanced) | • Python (via Claude Code) |