JULIAN MERCER

INVENTORY ANALYST

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PROFESSIONAL SUMMARY

Inventory Analyst with 7+ years forecasting stock needs and tuning replenishment for home improvement and industrial distribution. Uses SQL and Excel to cut stockouts and excess, and explains trade-offs clearly to buyers and store operations.

PROFESSIONAL EXPERIENCE

Inventory Analyst Feb 2022 - Present
Lowe's, Mooresville, NC

- Forecast weekly demand for 3,500 seasonal and hardware items, holding forecast error under 15% across the past four quarters of results.
- Reset reorder points and safety stock by item class, lifting in-stock rate from 91% to 95% while keeping total inventory dollars flat.
- Built a SQL report of slow-moving and aged items that merchants used to plan markdowns, which cut aged stock by 17% in one year.
- Investigated inventory record gaps with store teams and fixed three recurring causes, improving on-hand accuracy by 4 percentage points.
- Created a replenishment dashboard for planners that flagged items below target weeks of cover each morning before the first orders.
- Presented monthly results to supply chain leadership and recommended two changes to vendor lead time assumptions that were adopted.
- Trained four new analysts on the replenishment tools and the weekly exception review so they could cover categories on their own.

Inventory Control Analyst Jun 2019 - Jan 2022
Sherwin-Williams, Cleveland, OH

- Managed stock levels for 1,800 paint and supply items across regional warehouses, reducing stockouts by 22% over two years.
- Reconciled cycle count results with the system each week and corrected variances before month-end close so reports stayed reliable.
- Calculated economic order quantities for packaging components and trimmed annual carrying costs by about 6% without new stockouts.
- Partnered with demand planners to flag promotional spikes early, which avoided expedited freight on several product launches.
- Documented replenishment rules in a shared guide that cut onboarding time for new planners by about two weeks each.
- Led an ABC analysis project that moved 300 low-volume items to a make-to-order approach and freed shelf space in two warehouses.
- Tracked supplier lead time changes in a simple log and adjusted safety stock early, protecting service on top-selling items.

CORE SKILLS

Inventory forecasting | Replenishment planning | Safety stock | Reorder points | ABC analysis | Cycle counting | Demand analysis | SQL | Advanced Excel | Power BI | SAP | Inventory accuracy | Root cause analysis | Vendor lead times

EDUCATION

B.S. in Industrial and Systems Engineering, Ohio State University, Columbus, OH

CERTIFICATIONS

Certified in Planning and Inventory Management (CPIM) | Lean Six Sigma Yellow Belt