

# JOSEPH MANNING

230 Plumtree Road Sunderland, MA 01375

(413)218-9867 • [jmann2979@yahoo.com](mailto:jmann2979@yahoo.com)

## **SUMMARY of QUALIFICATIONS**

Enthusiastic and highly motivated Sales and Inventory Analyst with 23 years of sales, buying and merchandising experience.

## **CAREER HIGHLIGHTS**

- Launched a multimillion dollar produce department which included hiring, training, buying, pricing, and all other operations within the department.
- Created unique items which continue to be sold with great success, from innovation and recipe trials, to bottling, and labeling.
- Recipient of the 2009 “Wow Award” (Stew Leonard’s)
- Spent the last 5 years managing \$15+ million dollars in customer accounts

## **EXPERIENCE**

### **Sales & Inventory Analyst**

**October 2011- May 2019**

Earthbound Farm, Hatfield, MA

- Managed \$15+ million in business for major wholesale and retail supermarket accounts.
- In depth forecasting and sales experience as well as experience with Nielsen Data, POG’s, promotional calendars, etc.
- Was responsible for all levels of supply chain from vendor loading, transport, and receiving.
- Experience with contract negotiations and new product launches.
- Trade show experience included planning, set up, and booth operation.

### **Produce Manager**

**July 2005 – October 2011**

Stew Leonard's, Newington, Connecticut

- Mentored and lead a group of as many as 50 team members.
- Managed all operations within the produce department including buying and price negotiations, department marketing and layout, quality control, scheduling, and new product development.
- Strong understanding was needed of current markets and trends related to availability and cost of goods.
- Was responsible for the department's financial and labor goals, which included exceeding sales goals and monthly gross profit.
- Ability to manage multiple tasks simultaneously with excellent follow-up and attention to detail was a must.

### **Fresh Cut Manager/ Grocery Buyer**

**September 2000 - June 2005**

Atkin's Fruit Bowl, Amherst, Massachusetts

- Managed the Fresh Cuts Division that grew over 500% during time of employment.
- Oversaw private label grocery purchasing and marketing
- Assisted with new product development and in turn several signature items have continued to remain successful today.

## **EDUCATION**

**Associate of Science, Biology-** May 2000

Holyoke Community College, Holyoke, MA

## **TRANSFERRABLE SKILLS**

- Proficient in MS Word, Excel, PowerPoint, and Outlook
- Strong knowledge in Great Plains (Purchase order software)
- Extensive knowledge of Foodlink (Purchase order Management Software) used in Produce Industry