Andrei Vorobev

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TECHNICAL SKILLS: JavaScript, Python, Flask, React, Redux, Node.js, Git, GitHub, HTML/CSS, Express, SQL, SQLAlchemy, Sequelize, PostgreSQL, AWS, Docker, Kubernetes, JSON, Object-Oriented-Programming (OOP), Test-Driven-Development (TDD)

RELEVANT SKILLS: Account Management, Cross-Functional Collaboration, Problem-Solving, Communication, Customer Focus, Adaptability, Presentation Skills, Sales Acumen, Continues Learning, Data Analytics, Tableau

RELEVANT EXPERIENCE

Supplier Relationship Manager, Storage & Organization

Wayfair   Dec 2021 - May 2023

- **Managed** a diverse portfolio of 500+ suppliers, contributing to over $40 million in profit generation.
- Developed and implemented **scorecards** and **roadmaps** for nine key suppliers, utilizing **Data Analysis and Deep Dive** to improve their growth and success within a challenging macroeconomic environment.
- **Led negotiations** with suppliers, securing competitive pricing and favorable terms, leading to cost savings exceeding 10% and a notable increase in profitability.
- **Collaborated with cross-functional teams** to identify upselling and cross-selling opportunities, increasing participation in Wayfair programs like CastleGate and Sponsored Products.

Senior Site Merchandiser

Sportsman's Warehouse   Feb 2021 - Dec 2021

- **Updated** over 1000 product descriptions, tags, and images utilizing customer search data to improve findability on Google resulting in over 10% increase in traffic.
- **Led a project in collaboration with the Product Manage**r to develop an algorithm that utilized inventory availability, sales, customer reviews, price discounts, and newness of the products that improved the overall shopping experience and resulted in a decrease in bounce rate.

Category Specialist, Kids Bicycles

Walmart eCommerce   July 2019 - Jan 2021

- Increased traffic by 10% and conversion rate by 120bps after updating site navigation utilizing internal and third-party tools, such as **Adobe Analytics**, and supplier input.
- Proactively conducted **cold-calling** initiatives with bicycle manufacturers, successfully onboarding seven strategic vendors to sell on Walmart. This effort resulted in the potential for sales exceeding $30 million.
- **Led negotiations** to consistently secure lower costs and exclusivity, contributing to a total sales increase exceeding 15% and enabling Walmart to maintain competitiveness in the kid's bicycles business.

Technical Education

App Academy (HTML, CSS, Javascript, Python, SQL, React, Redux, Flask, Express)
Intensive 1000-hour full-stack coding bootcamp, <5% acceptance rate. Topics: TDD, scalability, algorithms, OOP, coding style, REST, security, SPA, web dev best practices.
Scenthood, SavoryScoot, GatherUp

- Deployed 3 full-stack websites that utilized Flask (2 websites) or Express (1 website) on the backend and React and Redux on the frontend. Additionally utilized several 3rd party APIs such as AWS S3, Google Maps API, and Google Places API to improve overall functionality.

EDUCATION

B.A., International Business - *University of California San Diego | 2017 - 2019*