**William (Bill) Gunton**

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**Category Manager - Supply Chain Professional**

**Professional Summary**

Dedicated, resourceful, innovative, experienced Category Manager / Supply Chain Professional with a proven ability to ethically increase gross margins while achieving outstanding inventory levels and turns. Develop, analyze and implement sales and margin budgets for multiple hardware categories.

**Key Strengths**

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| --- | --- |
| * 13 years management/analyst experience in the Plumbing Hardware Industry | * Forecasting and budgeting product sales, reducing inventory, pricing strategies |
| * Monitor, organize and expedite the flow of inventory, analyze market data | * Develop, execute and monitor key performance measures of vendor partners |
| * Develop and implement strategic product line enhancements | * Maintain corporate service level and turnover targets |
| * PMAC in progress (4 courses) | * Advanced computer skills |

**Work History**

**Orgill Canada / Chalifour Canada**

**Merchandise Manager / Category Manager June 2012 - August 2016**

* Vendor Management - 118 vendors in plumbing and sporting goods category, increased vendor back end program 12% through negotiation of volume rebates, advertising allowances, payment terms and special promotional pricing. Developed, executed and monitored key performance measures of vendor partners in the areas of profitability, product margins, service level and marketing strategies.
* Forecasted and budgeted product sales of $20M while reducing inventory levels 32%, increasing GM 9%, maintaining corporate service level and turnover targets.
* Monitored and tracked retail competitive developments in product line, pricing strategies, category direction and vulnerabilities. Analyzed marketing data, developed and implemented strategic product line enhancements through collaboration with key vendor partners.
* Collaborated with dealers, vendor partners, marketing members and business managers to implement promotional and marketing events including monthly flyers, seasonal bookings, category driven events and trade shows.
* Collaborated with key stakeholders to monitor, unify and expedite the flow of inventory from purchase order creation, to logistics, receiving and warehouse functions.
* Developed and implemented strategic product line enhancements through tracking of competitive developments in product line, pricing strategies, category direction and vulnerabilities.

**Home Depot Canada**

**Department Supervisor March 2008 - June 2012**

* Supervise, train and coach 8 associates in product knowledge, customer service and merchandising techniques in the plumbing and electrical departments.
* Provide superior product knowledge, merchandising best practices and customer service strategies to Store Management Team and Operations Team.

**TSC Stores LP**

**Category Manager / Merchandising Business Analyst April 2003 - March 2008**

* Increased category growth 26%, maintained corporate service level and turnover targets in the categories of Truck & Trailer, Electrical and Household.
* Developed and executed category management strategy utilizing marketing and advertising programs, market position and supply chain efficiencies. Forecasted and budgeted vendor sales, inventory levels and margins.
* Developed, monitored and ensured compliance of operational activities of a 16-member team which opened 6 new store locations in a 24-month period.

**Fanshawe College**

**Professor - part time Fall 2006 - Spring 2007**

* Instructed the Merchandising curricula of the Business Administration program.
* Set, marked and assessed work, examinations and provided feedback to students.

**EDUCATION - Fanshawe College**

* Network Administration L.A.N. and W.A.N. Certificate
* Computer Systems Support Certificate
* Microsoft Certified Professional (MCP) Certificate
* Motive Power Technician Diploma

**CONTINUING EDUCATION**

* **PMAC -** Principles of Inventory & Operations Control, Principles of Quality, Principles of Buying
* Project Management Basics, Supply Chain Distribution

**COMPUTER SKILLS**

Proficient with Networking Technologies, JDA, SAP, Windows NT, 7, 10, Office 2000, 2007, 2010, 2013, Star Office, Word, WordPerfect, Excel, Quattro Pro, PowerPoint, Foxbase/Foxpro, and Internet applications and social media applications.

**INTERESTS**

Cycling, kayaking, fishing, gardening and kitchen adventures