STEVE PILIDIS

49 EAST JONATHAN CT KENNETT SQUARE PA 19348
PHONE: (302) 528.4588 • E-MAIL: *stevepilidis@gmail.com*

Employment Experience

December 2024 – Present

Territory Account Manager   *Axalta Coatings*   *Glen Mills PA*

- ➢ Develop and implement sales strategies to achieve sales goals and increase market share within the territory. Identify new business opportunities and potential clients in the automotive industry.
- ➢ Build and maintain strong relationships with existing customers, ensuring high levels of customer satisfaction. Conduct regular visits to clients to understand their needs and provide solutions tailored to their requirements.
- ➢ Monitor market trends, competitor activities, and customer feedback to identify opportunities for growth and improvement. Analyze sales data and prepare reports on performance metrics and market conditions.
- ➢ Maintain in-depth knowledge of the company's automotive paint products and their applications. Provide training and support to customers on product usage and benefits.
- ➢ Work closely with marketing and product development teams to align sales strategies with company objectives. Collaborate with distribution partners to ensure efficient product delivery and availability.
- ➢ Prepare and present sales forecasts, budgets, and reports to management. Track sales performance against targets and adjust strategies as necessary.

September 2023 – November 2024

Senior Buyer   *Automotive Systems Warehouse*   *Pittsburgh,PA*

- ➢ Build strategic buying forecast plans and execute buying schedule
- ➢ Negotiate bulk buy plans for maximum margin, acquisition costs, and minimal freight costs
- ➢ Manage and maintain direct relations with vendors allowing for pricing negotiation
- ➢ Build pricing matrixes to determine profit margin and retail pricing.
- ➢ Monitor and track inbound freight accuracy to determine order fill rates and reordering frequency.
- ➢ Manage vendor compliance regarding order fill rates and accuracy
- ➢ Strategize marketing programs alongside sales team to identify customer needs as well as develop long term customer relationships

August 2021 – May 2023

September 2023 - Present

Category Manager   *Quadratec Inc*   *West Chester, Pa*

- ➢ Create framework of statistical data using Oracle (Netsuite) and Tableau to show brand and product performance which is then used in vendor contract negotiations.

- ➤ Implement quarterly performance reviews using data reporting software to track brand, segment, and product COGS, Margin percentage, and AOV
- ➤ Develop marketing content with design team for promotional campaigns
- ➤ Created inventory planning spreadsheet to achieve and maintain largest attainable profit margin, bulk buy discounts as well as quarterly forecasting to be used by purchasing department
- ➤ Led vendor contract and promotional meetings, setting up scheduled purchases and promotional activities as well as negotiate pricing structure using afore mentioned data reports
- ➤ Utilize forecasting software for multi-warehouse inventory management and demand planning. Avoiding stock outs and excess inventory situations while maintaining safety stock and adequate inventory.

Inventory Planner   *Quadratec Inc*   *West Chester, Pa*
- ➤ Build strategic buying forecast plans and execute buying schedule
- ➤ Negotiate bulk buy plans for maximum margin acquisition costs and minimal freight costs
- ➤ Build pricing matrixes to determine profit margin and retail pricing.
- ➤ Manage and maintain direct relations with vendors allowing for pricing negotiation

July 2019 – August 2021   *Medco Tool*   *Philadelphia, PA*
Category Manager
- ➤ Negotiate yearly contracts with suppliers consisting of purchasing terms, rebates, marketing funds, co-op funding, quantity buy price breaks, first to market and promotional activities throughout the year.
- ➤ Build Weekly, Monthly, Quarterly, and Yearly promotional plans for various customer segments based off data pulled from optimized data reports to identify customer wants and needs.
- ➤ Design and distribute promotional catalogs along with graphic designers to provide customer base with sales material and promotional flyers.
- ➤ Build pricing matrixes to determine profit margin and retail pricing.
- ➤ Manage and maintain direct relations with independent mobile sales teams.

February 2018 – July 2019   **Medco Tool**   **Philadelphia, PA**
Buyer/Inventory Management f/k/a Inventory Planner
- ➤ Develop preemptive purchasing strategies with category management to prepare for shows, sales and seasonal promotions.
- ➤ Purchase inventory based on historical quarterly data, vendor promotions and buy out sales.
- ➤ Maintain accurate and sufficient inventory, allowing sales and customer service to fulfill customer demand and avoid lost sales.
- ➤ Analyze inventory needs to purchase adequate inventory while achieving purchasing terms, quantity buy price breaks, and distribution through nine warehouses.

- ➢ Use historical demand data to develop stocking strategies, placing product in appropriate locations to minimize customer shipping time

Relevant Prior Experience
March 2010 – February 2014 Colonial Marble and Granite   King of Prussia, PA
Sales
- ➢ Strategized with supply team to identify product with most margin to push sales for specific retail and whole sale opportunities.
- ➢ Worked with contractors and developers on bulk sales (i.e. housing developments by toll brothers, Berkshire Hathaway) developing repeat sales and bulk buys.
- ➢ Track cost of goods sold and margin based off of supplier and customer to create future sales programs for retail and wholesale segments.

Education

Universal Technical Institute   **Exton, PA**
Automotive Technology Program Certification

Drexel University   **Philadelphia, PA**
Completed 50 credits towards a Bachelor of Science in Business Administration

Personal Experience

February 2019-PresentPan-Macedonian Society of Philadelphia   Philadelphia, PA
President

September 2009-Present   St. George Greek Orthodox Church   Media, PA
Youth Adviser for Greek Orthodox Youth Association

May 2007-June 2012   Pan-Macedonian Association of U.S.A.   Whitestone, NY
Governor of Mid-Atlantic States

Computer Skills

- ➢ Microsoft Office Proficient
- ➢ Tableau
- ➢ Oracle (Netsuite)
- ➢ Netstock
- ➢ UNIX Proficient
- ➢ Bizops
- ➢ Sales Force
- ➢ Aegis

References

Available upon request.