

Garrett Wise

Sales Operations & Business Analytics Leader |
Architect of \$70M+ Revenue Strategies

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Professional Summary

Data-Driven Sales Operations Leader with 5+ years of experience managing \$70M+ P&L portfolios within a Fortune 1 retail environment. Expert at bridging the gap between operational leadership and business intelligence through the development of custom Google Apps Script automation tools. Proven architect of growth in membership retention and new acquisition, delivering an 83% increase in comparable sales (\$3M growth) by synthesizing raw performance data into actionable associate coaching and labor allocation strategies.

Professional Experience

SAM'S CLUB, Lubbock, TX

Nov. 2020 - Feb. 2026

Fresh Manager (Concurrent Operational Expansion) | Sept. 2025 - Feb. 2026

- **P&L & Portfolio Management:** Selected to concurrently direct operations for a \$70M+ annual revenue Fresh Department portfolio (Meat, Bakery, HMS, Produce, and Freezer/Cooler).
- **Operational Optimization:** Spearheaded a 22% reduction in perishable shrink by implementing real-time inventory tracking and leveraging sales forecasts to execute precision production planning.
- **Market Intelligence:** Conducted strategic competitive benchmarking and assortment analysis to identify gaps, refining merchandising tactics that successfully captured increased local market share.
- **Fiscal Strategy:** Balanced high on-shelf availability (99%+) with aggressive cost-control measures to maximize departmental profitability during high-volume periods.

Sales & Training Manager | Nov. 2020 - Feb. 2026

- **Operational Intelligence Engineering:** Engineered a custom web-based analytics platform (Google Apps Script) to automate performance tracking; centralized KPI monitoring for 50+ associates and saved 15 hours of administrative labor weekly.
• Project URL: sites.google.com/view/sams-8270/dashboard
- **Revenue Acceleration:** Delivered an 83% increase in comparable sales (\$3M growth) over five years by synthesizing sales data to drive goal-oriented leadership and associate coaching.
- **High-Performance Leadership:** Led and mentored a cross-functional team of 50+ front-end associates, utilizing performance analytics and constructive feedback loops to optimize workflow and significantly reduce turnover.
- **Revenue Operations (RevOps):** Spearhead full-funnel sales initiatives, overseeing credit and membership revenue growth through CRM-informed engagement and targeted field sales strategies.
- **Stakeholder Alignment:** Coordinated enterprise-level labor allocation and job assignments by cultivating relationships with regional stakeholders to meet fluctuating business needs.

GOHAN JAPANESE FUSION, Lubbock, TX

Assistant Manager | Mar. 2018 – Nov. 2020

- **Accelerated Promotion:** Promoted from Team Member to Assistant Manager within 12 months based on demonstrated leadership and operational reliability.
- **Systems Transformation:** Spearheaded the full-scale migration of the company's payment processing and workforce scheduling software; analyzed financial data to optimize transaction workflows and reduce administrative overhead.
- **Operational Retention:** Engineered employee relations and engagement strategies that improved team cohesion and significantly increased staff retention by an estimated 15% during high-volume peak periods.
- **Performance Oversight:** Managed daily business operations for a high-traffic environment, including P&L responsibility, inventory control, and adherence to quality assurance

CORE COMPETENCIES

OPERATIONAL EXCELLENCE

- P&L Management (\$70M+)
- Inventory & Shrink Control
- Labor Allocation Modeling
- Supply Chain Optimization

TECHNICAL & ANALYTICS

- Google Apps Script (ETL/Dev)
- Google Analytics & Ads
- Dashboard Visualization (BI)
- SQL & Advanced Excel

STRATEGIC LEADERSHIP

- Team Leadership (50+ Staff)
- Sales Training & Mentorship
- Stakeholder Management

EDUCATION

Texas Tech University
(Public Relations, Human
Resources Management Minor)

University of North Texas
(Pre-Business Undergraduate)

REFERENCES

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