

# JULIE OBERMAN

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## EXPERIENCE

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### **FHC Management Co., Inc.**

**2019 – Present**

*Business Manager* – Scottsdale, AZ | Remote

- Reorganized CDOs on the company's properties to assist during the Covid-19 pandemic, conserving nearly \$14,000 from delinquency in rents.
- Manage and oversee finances utilizing Quickbooks for family-owned businesses operating three apartment buildings and two single-family homes to reach optimal yields.
- Collaborate with property managers to secure cost-efficient residential upgrades and maintenance, saving up to \$17,000 on any one project.

### **Fallas Stores**

**Fall 2019**

*Retail Analyst Intern* – Gardena, CA

- Initiated a reporting system via Excel that was utilized to get accurate numbers of fixtures and product categories that resulted in thousands of dollars in cost-savings.
- Assisted the 7-person allocation team in organizing and maintaining a database covering 85 physical locations and online store by implementing new data warehousing that would facilitate analytics to increase margins.

### **H&M**

**2013 – 2019**

*Operations Manager (2017 – 2019)* – Costa Mesa, CA

- Spearheaded communication with the third-party logistics and training of in-store staff on inventory management processes that resulted in accruing about \$4 million annually, the highest sales-volume COS (a division of H&M) in the West Coast.
- Reduced unaccounted loss from previous year through inventing and implementing new reporting processes by getting buy-in from the teams, saving roughly \$154,800.

*Store Supervisor (2015 – 2017)* – Beverly Hills, CA

- Supervised 20 to 30-person staff for COS, the first in the United States market.
- Created an Excel model to track and communicate department sales changes for twelve weeks following substantial changes in inventory processes and merchandising.

*Department Manager (2013 – 2015)* – San Francisco, CA

- Increased sales in department that previously made up 16% of store's total business per week to 31% through cross-functional communication with the logistics, visuals, and sales teams.
- Directed business decisions based on weekly sales reports by comparing individual department sales to those of the previous week and year.

## EDUCATION

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**University of Southern California, Marshall School of Business** – Los Angeles, CA

**December 2020**

*Master of Business Administration, Graduate Certificate in Business Analytics*

- *Leadership:* AVP of Operations for the Marshall Retail Management Association

**California State University, Northridge** – Northridge, CA

**May 2013**

*Bachelor of Arts, Political Science; Minor: Sustainability*

- *GPA:* 3.65
- *Awards:* Political Science Department Award for Academic Excellence, 1<sup>st</sup> place Spring 2010 Chicano Speech Tournament

## SKILLS & TOOLS

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- JMP, Tableau, Python, SQL, Palisade's DecisionTool Suite, monday.com, Quickbooks, Excel (including vlookup and pivot tables)