

# Christine K. Montgomery

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*Established, valued leader with over 30 years of experience demonstrating the ability to combine core strengths to develop strategies and deliver improved business results.*

## Strengths & Areas of Expertise:

- Strategy development /execution
- Team leadership
- Associate development
- Problem solving
- Retail industry knowledge
- Financial Planning/Inventory Management
- Supply Chain Management
- High energy/Positive attitude
- Effective communication skills
- Collaboration with internal and external partners
- Project Management
- Build Strong Business Relationships

## Summary of Key Accomplishments

- Strategic plan development, deployment and execution, impacting multiple organizational roles
- Develop annual financial plans, forecast, and manage revenue, markdowns, profitability, turn over, receipts and inventory levels across multiple store formats
- Communicate status reports to Senior Executives
- Build a team of associates and consistent processes to support strategic priorities across multiple businesses and channels.
- Manage and support projects, develop relationship with IT and various consultant groups, gain alignment with supporting partners and teams.
- Mentor and coach associates to build strong, teams that execute effectively and efficiently.

## Experience:

June 2021 – Present

SalonCentric

### **AVP Partner Brand Demand Planning, Supply Chain**

- Lead a team of 1 Director, 3 Managers, 10 Analyst who manage the flow of goods of 96 Brands to ensure that inventory is forecasted and delivered in the right place at the right time.
- Responsible for the Sales and Inventory Budget and Trend creation; in-season forecast accountability
- Partner with internal and external partners for collaboration in achieving shared goals
- Develop process efficiencies on forecasting, inventory flow and purchasing to ensure sufficient Brand stock to support future needs.
- Business Project lead on the new Demand Planning System build and implementation. Lead the change management initiative to ensure a successful launch and conversion to the new system

April 2019 – June 2021

SalonCentric

### **AVP Category Management, Hair Care**

- Lead a team of 3 Category Managers, 1 Supply Chain Manager and 3 Supply Chain Analyst who manage the relationships, advertising and the flow of goods across 4 channels of 30 Brands.
- Developed the Textured Hair Category with 4 New Brands to expand SalonCentric's customer reach into more diverse markets
- Increased 2021 Haircare 26% revenue YOY for both 2020 and 2019
- Build strong brand relationship to build and manage compelling assortments by Brand to drive profitable sales and minimize unproductive inventory.

January 2017 – April 2019

SalonCentric

**Director Category Management, Hair Care**

- Lead a team of 3 Category Managers, 1 Supply Chain Manager and 3 Supply Chain Analyst who manage the relationships, advertising and the flow of goods across 4 channels of 26 Brands.
- Launched 3 New Brands and expanded 4 additional Brands to grow the Hair Care business by over 10% in 2018 in a market with less than 3% growth
- Build strong brand relationship to build and manage compelling assortments by Brand to drive profitable sales and minimize unproductive inventory.

October 2016 – January 2017

Bealls

**Merchandiser Planner, Women's Apparel**

- Responsible for 3 Replenishment Analysts.
- Created the 2018 Annual Financial Budgets for Women's Apparel Lines.
- Converted the 2018 Financial Plans from Line Plans to Class level Plans.
- Worked with 4 Merchant Teams to build Ladder Plans to support weekly unit planning on replenished product lines.

December 2014 – September 2016

ULTA Beauty Corporation

**Senior Manager, Inventory Management**

- Responsible for leading a team of 4 Inventory Managers and 25 Analysts, 2 New Store Analyst, 3 Replenishment Assistants to accurately deliver inventory to approximately 879 stores.
- Manage the distribution and flow of \$995M of average inventory and \$1.2B of receipts a year across 13 Divisions to achieve turnover and in stock goals.
- Collaborate with Merchants, Planning, Online, and Marketing to ensure that the supply chain is full to deliver product to support the strategic initiatives of the organization and marketing strategies.
- Responsible for the strategic development, testing, and roll out of regular replenishment and inventory optimization system (Manhattan).

August 2013 – December 2014

Sears Holdings Corp

**Director of Merchandise Planning, Inventory Management; Sears/Kmart Soft Home**

- Responsible for leading a team of 6 Planners to build and deliver annual financial and unit plans supporting 7 business categories across multiple store formats and on-line totaling \$70M in avg inventory and \$120M in annual sales..
- Also leading a team of 6 Analysts and 1 Sr. Manager to accurately deliver inventory on time, across multiple store formats and multiple supply lines.
- Collaborated with Merchant Team to deliver weekly financial forecast to Sr. Leadership on sales, margin, turnover, inventory, unproductive, markdowns, and forecast accuracy.

December 2009- August 2013

July 2006 -December 2009

Sears Holdings Corp.

**Senior Manager, Marketing Operations and Process Improvement  
Manager, Inventory System and Support**

- Responsible for the strategic development and deployment plan, data validation, testing, training and roll out of SHC integrated marketing applications to Marketing and Merchandising replacing 14 legacy Marketing applications which integrate marketing planning with price and signing delivery at store
- Responsible for the strategic development, data validation, testing, pilot, training and roll out of the iPlan (SAS) Financial and Assortment Planning application which drive process efficiencies and data integrity for Both Sears and Kmart

**Education:**

1983- 1987                      Illinois State University                      Normal, IL  
➤ Bachelors of Science, Political Science

## **Awards/Accomplishments:**

Co-inventor of a Patented Marketing/Pricing Software System - 2012  
Buyer of the Year, Home Fashions -1995; Honorable Mention - Footwear - 2001  
Chairman's Award – Nike Launch Team – 2000  
Simply the Best – Teamwork - 1998