JORDAN PIERCE

SOLUTION CONSULTANT

CONTACT

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Atlanta, GA

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SKILLS

- SAP
- Oracle
- SQL
- Excel
- Confluence
- Demand Planning
- Solution Design
- Product Demos
- Consultative Selling
- Presentation Skills

EDUCATION

Bachelor of Science

05/2021

Georgia Institute of Technology

Atlanta, GA

Industrial Engineering

CERTIFICATES

Certified in Planning and Inventory Management (CPIM)

2023

ASCM

SUMMARY

Solution consultant with 5 years in supply chain systems, first running SAP and Oracle planning tools for a manufacturer, now selling demand planning software to mid-size distributors. Maps each prospect's current process, builds tailored demos on their own data, and brings consultative selling to deals averaging $180K in first-year value.

EXPERIENCE

Solution Consultant 02/2023 - Present

Peachtree Supply Software Atlanta, GA

Demand planning and inventory optimization software vendor for wholesale distributors.

- Lead discovery workshops with planning and IT teams at 40 prospects a year, documenting requirements in Confluence.
- Build tailored demos on prospect sales history loaded through SQL, lifting demo-to-proposal conversion to **48%**.
- Map integrations to SAP and Oracle ERP systems and answer the technical sections of 35 RFPs in 2025.
- Model inventory and forecast accuracy gains in Excel for the business cases behind $3.1M in closed deals.

ERP Business Analyst 06/2021 - 01/2023

Chattahoochee Building Products Marietta, GA

Building materials manufacturer with 3 plants and an acquired distribution division.

- Supported SAP demand planning for 3 plants and **2,400** SKUs, cutting forecast error from 38% to 29%.
- Wrote SQL reports that replaced 15 manual spreadsheets used in weekly sales and operations planning.
- Trained 60 planners and buyers on Oracle purchasing screens at the acquired division during a 6-month rollout.
- Documented 120 planning processes in Confluence ahead of the move to a single ERP system.