

Bobby Gray

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Strategy & Operations Leader with 7+ years' experience in finance, sales operations, and business process optimization. Proven ability to deliver cost savings, data-driven insights, and cross-functional strategy execution at Fortune 50 scale. Skilled in AI automation, P&L analysis, workforce planning, and dashboard development (SQL, Tableau, Python).

Education

The University of Georgia

December 2016

Bachelors of Business Administration – Management

Concentration in Supply Chain Management

Professional Experience

The Home Depot – New York City, NY

January 2024 — Present

Strategy & Operations Manager – Technology Optimization

Technology & Strategy – Finance

- Directed workforce and operations strategy for \$20M+ in technology labor spend, delivering cost savings through cross-functional partnerships, financial modeling, and process optimization.
- Conducted financial forecasting, variance reporting, and contract modeling on global wage trends, driving \$10M+ in cost avoidance through data-backed negotiation strategy.
- Partnered with IT and analytics teams to design AI-driven dashboards and automated reporting tools that improved visibility into non-labor spend and enabled predictive workforce optimization.

The Home Depot – Atlanta, GA

September 2021 — January 2024

Assurance & Advisory – Sr. Financial Analyst

Internal Audit – Finance

- Led quarterly financial and operational audits across finance, merchandising, IT, and supply chain, delivering actionable insights that strengthened compliance and informed cross-functional leadership decisions.
- Directed audit of pricing strategy and performance metrics, driving \$10M+ in operating cost reductions and establishing success-monitoring frameworks for sustained impact.
- Delivered insights that shaped high-visibility ESG reports and proxy statements for FY2022-23, enhancing financial transparency for shareholders and regulators.
- Recognized with Executive Award for financial risk analysis and refund-loss recovery strategies that reduced exposure and safeguarded revenue streams.

The Home Depot – Atlanta, GA

September 2019 — September 2021

Merchandise Planner

Millwork – Interior & Patio Doors

- Designed and launched a clustering assortment strategy adopted across all U.S. stores, improving category performance by 15%+ for interior and patio doors.
- Partnered with inventory and space planning teams to optimize assortment, visual merchandising, and planograms, directly influencing national retail execution strategy.
- Managed \$850M+ in annual revenue, achieving 2% forecast variance while providing operational support to 2,000+ store leaders to align on execution with national company objectives.

Aldi - Atlanta, GA

January 2017 — July 2019

District Operations Manager

Operations

- Directed six high-volume grocery stores with \$10M+ in monthly revenue, overseeing P&L ownership, workforce planning, and operational leadership for a team of 60+.
- Reduced inventory waste by 10% and increased customer satisfaction by 25% through process optimization, workforce training, and customer engagement initiatives.
- Opened South Atlanta flagship store from ground up, leading construction oversight, supply chain setup, and hiring, generating \$100K+ in first-day revenue at grand opening.

Core & Technical Skills

Strategy & Ops: Go-to-Market Strategy, Sales Operations, Workforce Planning, Business Process Optimization

Finance & Analytics: Financial Modeling, P&L Analysis, Variance Reporting, Budget Forecasting, Audit & Compliance

Tools: SQL, Tableau, Python, Power BI, AI, Clarity, Workday, Excel, Salesforce, Jira, Github