

Amanda Stopa Goldstein

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[Website](#) • [LinkedIn URL](#) • Canton, NY

Inventory Specialist, Operations Manager, Supply Chain Strategist

Results-driven leader with extensive experience in demand planning, inventory management, and procurement.

Proven strong business acumen and commercial awareness to lead multiple procurement projects in diverse settings. Profound understanding of global supply chain, trade regulations, and procurement procedures. Well-versed in staying updated with advanced technology and emerging industry trends to gain a competitive edge. Persuasive communicator and negotiator; ability to build and strengthen long-term relationships with key stakeholders at all organizational levels.

Areas of Expertise

- Demand Planning & Forecasting
- Procurement & Vendor Management
- Continuous Process Improvement
- Inventory Management & Optimization
- Supply Chain Coordination
- Data Analysis & Reporting
- Order Fulfillment & Distribution
- Buying & Trend Analysis
- Inventory Control Systems
- Cross-functional Collaboration
- Strategic Planning & Execution
- Negotiation & Supplier Relations

Education

Master of Business Administration in Entrepreneurship

Clarkson University, 2015

Master of Fine Arts in Writing

Rutgers University, 2013

Bachelor of Arts in English Literature

University of Washington, 2009

Career Experience

Plant Procurement Manager | Corning, Canton, NY

Feb 2024 - Present

Responsible for ensuring the timely and cost-effective procurement of all plant requirements, including the development of strategic partnerships with vendors and suppliers. Research and analyze market trends to identify cost savings opportunities. Develop and implement strategic procurement plans to ensure optimal sourcing of materials and services. Oversee 5 direct reports.

- Manage a \$74M inventory related to \$200M in sales; inventory includes raw materials, goods, and services. Help to drive inventory savings and reductions to increase margins.
- Work with 700+ unique suppliers, oversee development of all Statements of Work, Standing Orders (120), and Management of Change processes. Negotiate contracts quarterly and/or annually with vendors and suppliers to ensure the best possible prices and terms.
- In charge of all procurement reporting for 7 product lines, including monitoring and reporting on key performance indicators.
- Ensure compliance with company policies and applicable laws and regulations.

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Director | The Brewer Bookstore, Canton, NY**Oct 2019 – Feb 2024**

Oversaw all procurement for six departments and store operations. Head all facets of conception and execution of both internal and external marketing campaigns to enhance brand visibility and drive growth. Direct operations associated with employee life cycles, including onboarding, hiring, and training initiatives, while effectively resolving HR issues within defined timeframes.

- Led a multi-million-dollar store with multiple departments, serving as campus bookstore for seamless operations and profitability.
- Proactively spearheaded demand and inventory planning, as well as retail ordering for six diverse departments.
- Enhanced operations leading Capital Projects worth \$6M with excellent project management capabilities.
- Developed all essential business analysis tools and reporting mechanisms, including creation of KPI worksheets.
- Oversaw efficient functioning of two distinct locations, proficiently managing a workforce of over 30 employees, including nine managerial positions.

Director | The University Bookstore, Potsdam, NY**Oct 2018 – Oct 2019**

Designed schedules, executed training programs, and established clear store and customer service standards to optimize performance. Accelerated sales through effective budget management and strategic operational procedures.

- Oversaw multi-million-dollar budget/store operations, including reporting, accounting, receiving, and invoicing.
- Served as direct supervisor for 28 employees across two locations for staff engagement and development.
- Offered expert oversight and guidance to the Course Materials segment, which constituted 60% of the business, while also serving as a key liaison to the campus community.

Race Director | The Maple Run, Canton, NY**Oct 2016 – Oct 2021**

Directed and supervised all marketing campaigns by creating promotional materials to enhance event visibility. Allocated net proceeds to support high school and collegiate cross-country programs, fostering growth and development within the running community.

- Devised full race management and logistical strategy for 5K and half marathon events for successful execution.
- Recruited runners from various regions across the North Eastern United States and Canada.
- Led financial management by overseeing budget, sponsorships, technology implementation, and all communication efforts.

Assistant Director of Alumni & Development | SUNY Canton, Canton, NY**June 2016 – Sept 2018**

Promoted alumni participation in various events to foster involvement in both service and philanthropic activities. Leveraged prospect management databases (CRM) to research and identify potential donors to ensure targeted outreach efforts.

- Skillfully nurtured extensive alumni portfolio by strategically assessing donor potential and geographic factors to maximize engagement.
- Engaged as the primary point of contact for the Canton College Foundation by liaising with corporate entities and foundations to secure support and partnerships.

- Contributed in multiple hiring committees by providing expertise and insights into the recruitment and selection of top talent within the organization.

Additional Experience

College Professor, Adjunct – Multiple Campuses, 2017 – Present

Organizer/Coach – Bucc Wild Run Club, Canton, NY, 2015 – Present

Training & Certifications

200-hour Yoga Teacher Training Certified, 2015 – Present

Lean Six Sigma Yellow Belt, CITEC Business Solutions, 2021

Affiliations

Trustee & Board Member, Frederick Remington Art Museum, 2017 – 2019

Member, Women's Leadership Initiative Planning Committee, 2016 – 2018