

# Remy Margerum

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**OBJECTIVE** Looking to utilize my experience, knowledge, and strategy in operational finance to further the growth, efficiency, and strategic goals of an organization. My expertise lends itself well to leading and developing a team(s) in the international CPG space; however, it is also applicable to similar industries

**EDUCATION** *Double Major in Physics and Economics University of California, Santa Barbara*

**PRINCIPLES** *Finance and Operations*

- Systems should always exist with both operations and finance in mind
- Agility and efficiency should be balanced, and dependent on risk and scale
- The data source is equally important as the analysis
- Be accurate, ask questions, and challenge the status quo

## **EXPERIENCE**<sup>1</sup>

*Head of Marketplaces* 2019-Present  
Nomad Goods, Santa Barbara, CA

- Took over leadership of the department and increased our sales 270%, adding to whole company revenue growth of 90% in the first twelve month period
- Managed a team of three, covering all aspects of our third party marketplace channels

*Director of Finance* 2017-Present  
Nomad Goods, Santa Barbara, CA

- Implemented and designed a multi-national strategy, reducing Section 301 tariff exposure to zero
- Created our Hong Kong entity and operation, reducing product lead times, global tax exposure, and global fulfillment costs
- Designed a B2B price/terms strategy to decrease order fulfillment time and operational overhead, while increasing gross margin
- Created our internal ERP/CRM, allowing effective communication, accurate and granular reporting, all with minimal data entry.<sup>2</sup>
- Developed an accounting system that is classed by department, has predominantly single day granularity, and operates under GAAP guidelines
- Negotiated terms with domestic and international suppliers, increasing working capital efficiency
- Managed a team of five; overseeing finance, accounting, and procurement

## **OTHER ACTIVITIES & INTERESTS**

Member of the Brio sailing team, placing 5th corinthian in 2018 Nationals  
8th Place, International One Design World Championship, Norway  
Hiked the Cape Wrath Trail, a 250 mile hike to the tip of Scotland

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<sup>1</sup>References available upon request

<sup>2</sup>Link to an interview describing a prototype of this system