

## Timothy Joseph Cedrone

### Professional Experience

#### Design Consultant (Windows + Doors Exteriors)

Home Depot – Woburn, MA | May 2025 – Present

- Conduct in-home and virtual consultations to understand customer needs, style preferences, and project requirements.
- Take precise measurements of spaces for new or replacement windows and doors; assess labor needs.
- Recommend and sell appropriate products, materials, and styles.
- Use 3D design tools to help customers visualize and configure custom designs.
- Prepare detailed quotes including materials, labor, installation, and financing options.
- Drive sales by closing business and ensuring customer satisfaction.

#### Trainer / Coach

F45 – East Somerville, MA | Mar 2023 – Present

- Design and implement customized fitness programs based on client goals, assessments, and health history.
- Foster a motivating environment that promotes teamwork, accountability, and growth.
- Promote health and wellness education through workshops and community events.

#### Retail Buyer & Procurement Manager

Revolutionary Clinics – Somerville / Cambridge / Leominster / Fitchburg, MA | Dec 2020 – Dec 2024

- Managed purchasing and allocation for 5 retail locations, controlling \$7M+ annually in spending.
- Negotiated vendor agreements and built reciprocal partnerships for optimal pricing.
- Collaborated with wholesale to close sales, open accounts, and manage vendor relationships.
- Oversaw e-commerce product pages (PDPs), menu presentation, and category management.
- Forecasted revenue based on promotions and inventory to align with business goals.
- Partnered with marketing on promotions, product supply, and margin maintenance.
- Controlled sell-through rates, pricing scales, and profitability analyses.
- Developed reports and data insights to support decision-making at all levels.
- Identified and pursued new business opportunities for growth.

Key Achievements:

- Created purchasing strategies aligned with financial goals, driving profitability.
- Managed full lifecycle buying, from vendor meetings to exit strategies.
- Localized assortments and forecasts to improve profitability per location.
- Built cross-functional alignment across marketing, wholesale, and operations.
- Implemented SOPs, purchase order accuracy, and compliance standards.

#### **Inventory Lead**

Revolutionary Clinics – Cambridge, MA | Jul 2019 – 2021

- Managed inventory across 3 retail locations, organizing shipping/receiving from production and wholesale.
- Ensured CCC compliance in Metrc & Leaf Logix (pricing, weights, testing, descriptions).
- Troubleshoot technical issues with inventory platforms.
- Allocated product for retail and wholesale; coordinated wholesale ordering.
- Designed and implemented SOPs for shipping, receiving, waste, and holds.
- Trained staff on multiple online ordering platforms (Dutchie, iHeartJane).
- Assisted in COVID SOP creation and staff adaptation.
- Served as MOD, key/code holder, and team scheduler.

#### **Extractor / Assistant Lab Manager / Production Lead**

Alternative Therapies Group – Amesbury, MA | 2017 – 2019

- Performed CO<sub>2</sub> extractions producing ~1000g of raw oil daily; handled maintenance/repairs.
- Oversaw refinement (winterization, dewaxing, distillation) and product packaging.
- Managed day-to-day inventory for raw and finished products; fulfilled wholesale orders.
- Trained in Metrc, Leaf Logix, and MJFreeway inventory systems.
- Ensured compliance in lab procedures, packaging, and waste disposal.

#### **Senior Personal Trainer / Assistant Health & Wellness Director**

YMCA – Reading & Andover, MA | Jan 2016 – 2020

- Designed and instructed high school sports prep programs with 30+ participants/session.
- Assisted in planning/marketing major YMCA events (Healthy Kids Day, 5K Run, etc.).
- Managed payroll, budgets, equipment leases, and floor staff scheduling.
- Trained diverse populations (post-cardiac rehab, diabetes, movement-restricted clients).
- Organized staff training and continuing education sessions.

#### **Personal Trainer**

Burbank YMCA – Reading, MA | 2010 – 2016

- Generated \$250K+ in revenue through client acquisition and retention.
- Conducted assessments for mobility, strength, flexibility, and endurance.
- Designed personal and group training programs (TRX, boot camps, youth sports).
- Served as swim team dryland trainer for high school athletes.

### **Lead Fitness Staff**

Burbank YMCA – Reading, MA | 2008 – 2010

- Provided orientations and training for new members.
- Maintained facility safety and cleanliness.
- Supported members and staff with high-level service.

### **Coach / Trainer / Instructor**

Frozen Ropes – Buzzards Bay, MA | 2006 – 2011

- Coached youth baseball camps, travel teams, and private hitting/fielding instruction.
- Led sport-specific training for athletes ages 13–18.

### **Education & Professional Development**

Salem State University – Salem, MA

BS, Sport & Movement Science [REDACTED]

St. Joseph's College of Maine – Windham, ME

Exercise Science [REDACTED]

Franklin Pierce University – Rindge, NH

Liberal Arts [REDACTED] | Varsity Baseball

### **Certifications**

- ACE-CPT (2011 – Aug 2025)
- CPR / AED Certified
- NREMT (2025)

### **Skills**

- SaaS Systems: Canold, Tableau, LL, Dutchie, Metrc
- E-commerce & Merchandising: Website management, PDPs, menu presentation, category management
- Financial Acumen: Budget control, COGS monitoring, revenue forecasting
- Inventory Management: SOP creation, forecasting, pricing analysis, sell-through tracking
- Vendor Relations: Negotiation, vendor management, business relationship building
- Cross-functional Collaboration: Marketing alignment, wholesale coordination, operations teamwork
- Data Analysis: Purchasing trends, financial reporting, decision-making insights