



Kimberly Robinson

Warehouse Manager

Director of warehouse operations with 18 years scaling distribution networks across retail, 3PL, and direct-to-consumer. Built and led teams running multi-site networks of 1,000+ associates, with executive-level accountability for service, safety, and cost-to-serve.

CONTACT INFORMATION

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EDUCATION

- MBA, OPERATIONS AND SUPPLY CHAIN, UNC KENAN-FLAGLER, 2014
- B.S. INDUSTRIAL ENGINEERING, NC STATE UNIVERSITY, 2008
- APICS CSCP, 2016

KEY SKILLS

- Multi-site network leadership
- P&L ownership (\$80M+)
- Greenfield and brownfield startups
- Warehouse automation (AutoStore, AMRs, sortation)
- Labor strategy and union avoidance
- Executive and board reporting
- Network design and capacity planning
- Safety programs (TRIR, VPP)
- M&A integration of DC operations
- Capital planning and CapEx approval
- 3PL contract negotiation

PROFESSIONAL EXPERIENCE

DIRECTOR OF WAREHOUSE OPERATIONS | HARBORLINE LOGISTICS GROUP, CHARLOTTE, NC | 2019 - PRESENT

- Lead network of 6 DCs across 4 states totaling 2.8M sq ft, 1,180 associates, and combined throughput of 47M units per year.
- Own \$84M operating budget; delivered 3 straight years of cost-per-unit reduction averaging 6.8% annually.
- Sponsored greenfield 720,000 sq ft Atlanta DC from site selection through go-live in 11 months, opening 2 weeks early.
- Built network-wide safety program that took TRIR from 4.8 to 1.9 and earned VPP Star recognition at 2 sites.
- Report to COO; present quarterly to board on capacity, automation roadmap, and labor risk.

SENIOR WAREHOUSE MANAGER | VERIDIAN HOME GOODS, NASHVILLE, TN | 2015 - 2019

- Ran flagship 880,000 sq ft DC with 320 associates serving 1,400 retail stores.
- Led automation pilot (AutoStore plus print-and-apply) that lifted units per labor hour by 41%.
- Took on-time, in-full from 92.6% to 99.0% during a 2-year retailer compliance push.
- Managed \$19M labor budget through 2 peak seasons without unplanned overtime breach.
- Coached 4 assistant managers, 3 promoted into director roles at peer companies.

WAREHOUSE MANAGER | MERIDIAN APPAREL DISTRIBUTION, GREENSBORO, NC | 2011 - 2015

- Managed 220,000 sq ft DC handling apparel for 38 boutique brands.
- Designed value-added services program (ticketing, kitting, returns) that grew account revenue by \$2.4M.
- Cut chargebacks by 64% through a labeling and ASN audit redesign.
- Negotiated 3 long-term parcel contracts saving roughly \$510K per year.

OPERATIONS MANAGER | SENTINEL PHARMA DISTRIBUTION, RALEIGH, NC | 2008 - 2011

- Ran outbound for FDA-regulated pharma DC shipping to 600 pharmacies in the Mid-Atlantic.
- Passed 5 consecutive FDA and state board audits with zero critical findings.
- Built cold-chain SOPs adopted across 2 sister facilities.

- Led 60-person team across 3 shifts with sub-2% absenteeism.