

**Hector Ramos**

Manager, Inventory Optimization  
Sam's Club

Hector Ramos is professional engineer with strong emphasis on product management, process improvement, and transformation management.

Change has been a core theme in Hector's life for as long as he can remember. He was born and raised in Mexico City, Mexico, by a family of computer scientists. Hector - the more emotional of the Ramos family - endured significant change after significant change when he was uprooted from home not once, but twice. His family moved from Mexico City, Mexico to San José, Costa Rica and finally landing in Northwest Arkansas.

He graduated from the University of Arkansas, with an industrial engineering degree, focusing on efficiencies and commonalities between technology, business processes, and people. His early work as a process engineer and product manager, for Hewlett Packard, allowed him to work on the development of new processes by working closely with the business and the software development teams. His consistent use of project management methodologies resulted in a large savings of time, energy, and dollars for the company.

The demand for Hector's brand grew exponentially from his time at HP. He was sought after and hired to help Sam's Club win at retail, during COVID. At Sam's Club, Hector prioritizes the development of quality omnichannel strategies, in effort to build the most effective replenishment ecosystem; One that can help predict member behavior, resulting in a level of accuracy that most would deem impossible in the present, restraint-ridden, supply chain environment.