

Jonathan Lovdal

Chicago, IL

-Email me on Indeed: <http://www.indeed.com/r/Jonathan-Lovdal/46bf92dccc979612>

Work Experience

Financial Analyst

ECHO GLOBAL LOGISTICS - Chicago, IL

February 2022 to Present

- Developed and implemented a robust reporting system using SQL and Tableau, allowing Echo to accurately track employee engagement levels within the system. This facilitated the identification of task inefficiencies.
- Constructed comprehensive reporting for Echo's financial operations department, incorporating key performance indicators (KPIs) that offer insights into account finances. This initiative has led to process improvements and enhanced billing efficiency.
- Led the implementation of Echo's carrier compliance reporting, enabling Echo to maintain up-to-date information for each of its carriers.
- Built Echo's marketing campaign impact tracker, providing insights into the effectiveness of each campaign. The tracker identified a segment that needed the most improvement, which led to a doubling of the specific segment's revenue month-over-month since its implementation.

Operations Manager

Managed Transportation

November 2019 to February 2022

- Manages a book of business that generates \$20 million in yearly revenue
- Produces various cadenced reports such Growth Analysis, Accrual, Aging, Compliance, Lane Data
- Execute continuous improvement tasks to improve transit and reduce spend
- Lead weekly client calls discussing continuous improvement items
- Present Client Business Reviews showing quarterly/yearly metrics
- Train and continue to develop Account Executives so they can manage their own accounts without exception

Senior Account Executive

Managed Transportation

January 2019 to November 2019

- Promoted to Senior position to fully operate growing enterprise account
- Responsible for full cycle of account, Dyla; metrics, QBR prep, communication with all representatives and any related activity
- Figures out ways to improve process efficiencies within accounts to increase productivity and overall customer satisfaction
- Main point of contact for new members' training and career development

Account Executive

Managed Transportation

June 2017 to January 2019

- Worked with various clients utilizing three modes of transit; LTL, Partial, FTL
- Builds, tracks and maintains loads through full lifecycle and takes proactive approach to problem solving daily
- Owned and operated the account Dyla, that doubled its annual volume while also improving its OTP
- Well versed in grocery & appointment-based shipping
- Promoted to Truck Load Team Lead to ensure all team truck loads are booked timely, efficiently and accurately
- Maintained strong relationships with clients through consistent communication, honesty and loyalty
- Handled high-end reporting duties for specific accounts including track & trace, consolidated invoice, and on-time performance (OTP)
- Negotiated pricing and rates with sales representatives based on history and market value
- Main point of contact for outsourcing to ensure full truck loads are accounted for

Education

Bachelor of Science in Business Administration

MARQUETTE UNIVERSITY - Milwaukee, WI, US

May 2017

Skills

- Tableau
- Excel
- Skills
- SQL
- Business Analysis
- Microsoft SQL Server