

Contact

www.linkedin.com/in/ron-coats-0b3a249 (LinkedIn)

Top Skills

Excel

Access

Microsoft Office 2007

Languages

Spanish - Basic

English (Native or Bilingual)

Certifications

Content Marketing Foundations (2015)

Standard First Aid, CPR and AED

Ron Coats

Data Scientist and Database Consultant
Orange County, California Area

Summary

Accomplished leader with proven experience in problem identification/solving, large data analysis, query writing and project management. Self motivated and accustomed to a fast paced environment while juggling many complex tasks. Dedicated, results oriented data champion with over 10 years of analysis experience who loves a challenge.

Experience

Ron Coats Consulting

Owner

October 2018 - Present (1 year 6 months)

Rancho Santa Margarita, CA

Data mining, analysis, presentation, database and website creation for word of mouth consulting business

- Small business success: Running all aspects of a small business, including my own financial statements, time management of multiple clients, networking for new business and more. Exceeding client expectations time after time and earning new business in the process, enough to quit full time job and focus on consulting full time. Client references/recommendations available upon request.
- Data analysis/presentation: Data mining of multiple sources in multiple platforms to consolidate and harmonize data for business owners. Analyze project data for famous architecture firm to find inconsistencies as well as patterns for future bids. Create tools using Excel, PowerPoint, SQL, Tableau and more to allow business owners to run their businesses more efficiently and effectively. Present findings, tools and templates to client based on project requirements.
- Project management: Projects range from dynamic Profit and Loss templates to project tracking for clients with over \$10M in revenue to \$500k. Meet with clients to outline and agree on project deliverables, timeline, milestones and budget. Bid out projects to include software purchases, my time, travel, etc., while providing value to client. Keep projects on time, meeting with clients

throughout the process and in accordance with project outline. Manage multiple projects simultaneously, for multiple clients in various industries and locations.

VIZIO

Sr. Analyst Supply/Demand Planning

April 2019 - September 2019 (6 months)

Irvine

Represent Forecast/Supply Chain in executive Scorecard review, Business Planning team meetings and Supply meetings with manufacturers.

- Working with internal team, as well as directly with the customer, oversee sales forecast as well as supply/inventory health.
- Lead scheduled and ad-hoc forecast, inventory and reporting meetings with local and off-site teams as needed.
- Review and revise sales forecast and customer supply demand weekly based on historical sales, industry trends, supply constraints and customer feedback.
- Review and provide feedback on promotions to best drive sales and grow revenue.
- Work cross functionally with product, pricing, forecasting, sales, legal and others to ensure deadlines/timelines are met and customers receive product when needed while maintaining VIZIO's goals for margin, shipping accuracy and in stock levels.
- Lead supply meetings, in person and over the phone, with manufacturers in China and in Irvine.

Nellson LLC

Analyst

April 2018 - October 2018 (7 months)

Anaheim, California

- Data mining/reporting: Cleansing and harmonizing data from 3 different ERP systems in 2 countries along with offline data needing to be integrated seamlessly. Created first enterprise data warehouse as single source for all procurement data across all entities. Implementing Tableau server currently as the sole server administrator to facilitate data presentation to CFO and all of his department heads. Working directly with the head of IT to correct data inaccuracies.
- Organizational leadership: Support plant managers and local buyers at each plant, as well as corporate purchasing, finance, IT and more. Collaborate with

ERP system engineers on process improvements and data management never before supported. Facilitate meetings on Open PO variances to capture and correct issues before revenue and budget impact. Creating multiple forms, reports, websites and more to help all departments do their jobs more accurately.

- Financial analysis and growth: Using clean data and never before attainable reports from all plants on all products, enabled Accounting, Finance and Corporate Purchasing to track and surpass budget for bottom line profits. Working with CFO, Controller and FP&A Director to facilitate cross functional information sharing, reducing duplicated and triplicated work. Providing data at the raw material level to all C level executive staff to track and improve Month over Month and Year over Year spending and profits.

VIZIO

Sr. Analyst - Forecast/Supply Chain

December 2016 - November 2017 (1 year)

Irvine, California

Represent Forecast/Supply Chain in executive Scorecard review, Business Planning team meetings, Business and Supply meetings with manufacturers and more as needed.

- Manage largest channel/customer, accounting for over 60% of VIZIO's sales, as well as smaller international channels for our international expansion plans.
- Working with internal team, as well as directly with the customer, oversee sales forecast as well as supply/inventory health for over 4k stores in North America.
- Lead scheduled and ad-hoc forecast, inventory and reporting meetings with local and off-site teams as needed.
- Review and revise sales forecast and customer supply demand weekly based on historical sales, industry trends, supply constraints and customer feedback.
- Review and provide feedback on promotions to best drive sales and grow revenue.

Manage over 70% of VIZIO TV supply chain from manufacturing to distribution center delivery from China and Mexico.

- Manage 2 of VIZIO's manufacturers, 1 accounting for 60% of all TVs produced, overseeing supply projections, tooling forecasts, finished goods, shipping and hub allocations.

- Work cross functionally with product, pricing, forecasting, sales, legal and others to ensure deadlines/timelines are met and customers receive product when needed while maintaining VIZIO's goals for margin, shipping accuracy and in stock levels.
- Lead supply meetings, in person and over the phone, with manufacturers in China and in Irvine.
- Data analysis lead for department, creating new reports and ways to view data for supply and executive team decision making using Alteryx, Tableau and Excel.

Oakley

1 year 8 months

Senior Business Analyst

July 2015 - December 2016 (1 year 6 months)

Foothill Ranch, CA

Reporting directly to the CFO led team to work with business partners around the globe to ensure we meet and exceed our targets. Driving efficiency, improving reporting and guiding my team as well as others to increase our market share and profitability.

- Partner with VP AFA Operations & Business Analytics to drive the business globally
- Manage budget and monthly forecasting process (COGS, OPEX, CAPEX, Headcount)
- Manage DSI & Inventory Regional Targets/Budget process
- Take leadership role in the 3-5 Year Strategic Planning Process via creation and consolidation of financial models and forecasts
- Manage team of 1 Financial Analyst in training, workload, time off requests, monthly/quarterly reviews, etc.
- Draft Executive Presentations (including monthly reports, supply chain, S&OP, balanced scorecard)
- Partner with Corporate FP&A team on profitability analysis
- Partner & participate with Global Demand Planning & Merchant Planning teams in Regional S&OP meetings
- Maintain & further develop S&OP Consolidated Reporting Tools (financials, DSI, Liquidation, Inventory)

- Monthly Inventory & DSI Forecasting and consolidation
- Manage purchases forecast process globally
- Manage liquidation process globally
- Lead the management of Seasonal PO Analysis

Global Loyalty Analyst

May 2015 - July 2015 (3 months)

Foothill Ranch, California

Business owner for Loyalty customer data intelligence solutions and the data architecture supporting the Loyalty program. Using financial modeling, predictive modeling and algorithms, provide analysis/insights and strategic recommendations for Oakley's loyalty program.

- Provide POV on program KPIs, ROI, operations and campaign results.
- Develop and manage outside vendor relationships and reports handling customer data.
- Ensure dashboard data is current, include reporting enhancements & partner data is integrated
- Support Loyalty management with monthly program reporting
- Oversee Loyalty database health, data cleansing and Churn
- Member KPIs: Recency, Frequency and monetary value
- Measure member reward ROI per segment
- Manage reward budget, align with vendor modeling to ensure forecasting to cover all member engagement, identify plan for 2016 budget based on new point burn program and accounting accrual
- Identify capability of new reward programs, work with vendor on solution, cost, timing, operational plan & integration into rewards program
- Provide report on web browsing behavior from site tags.
- Manage data file import & exports, data processes, data mapping, email file execution and review data logic.
- Determine critical data elements and flows into future CRM repository
- Ensure all customer data handled under the CRM data requirements to be provided
- Support reward fulfillment data mapping & support process mapping development/refinement
- Monitor metrics and consumer engagement
- Determine critical data elements and flows into future CRM repository
- Develop & manage bi-monthly security audits

Verizon Wireless

15 years 4 months

Sr. Analyst Finance

May 2013 - May 2015 (2 years 1 month)

Irvine, CA

- Subject Matter Expert: Finance Single Point of Contact/Subject Matter Expert for company's 2nd largest contract, over 1 Million lines accounting for more than \$1B in revenue annually. Lead all reaches of the organization to better understand contract idiosyncrasies, pricing guidelines and compliance. Helped grown contract revenue by 29% in 2013 while still supporting other regions and contract types.
- Financial Modeling and Analysis: Use Net Present Value (NPV), Return On Investment (ROI), trending, forecasting and other models and analysis to make sound business decisions based on contractual guidelines, company directives and financial goals. Model requests from Executive leadership, Marketing for Area wide promotions, Sales leadership and more. Recognized for sound business decision making and financial analysis by leadership on more than one occasion.
- Superior Data mining skills: Create custom reporting on all aspects of the business for all levels of leadership and projects. Using SQL, Hyperion, Essbase and other querying tools, create custom queries for projects ranging from financial modeling, compliance tracking, assumption metrics and forecasting to usage reports, year over year revenue growth and inventory monitoring. Fully utilize MS Excel, Access and Powerpoint to manipulate, organize and present findings. Also utilize Salesforce.com, MS Visio, PeopleSoft, 2-Tier along with Native systems as needed.
- Cross functional project management: Support Business 2 Business sales leadership, Executive leadership across varying departments, Legal Counsel, Marketing and other areas while providing individualized solutions to exceed customer's needs. Work directly with the Vice President of Finance, Region and Area Presidents as well as Executive Directors and Legal Counsel to ensure I create solutions to make my customers happy and my company more profitable

Sr. Analyst - Finance/Network at Verizon Wireless

June 2010 - May 2013 (3 years)

Folsom, CA

- Network optimization: Responsible for updating Network with new and updated system data to ensure full functionality and financial reporting. Managed several large region consolidations in which all Network capabilities are reviewed for optimum functionality and made the necessary decisions and updates to ensure completion.

- Subject Matter Expert: Single Point of Contact/Subject Matter Expert for all foreign carrier roaming rate updates for financial reporting and network functionality for all of Verizon Wireless.
- System enhancements: Wrote several Requirements Templates for system enhancements to correct roaming errors, coding updates and User Interface enhancements.

Analyst - Finance Audit and Reporting

November 2006 - June 2010 (3 years 8 months)

Folsom, CA

- Recovered over \$4 Million dollars in uncashed checks
- Audit, analyze and research uncashed escheatable checks
- Work cross-functionally with all areas and levels of Verizon to research and resolve uncashed checks
- Mail, audit and process due diligence letters in accordance with state laws
- Complete month-end close process for unclaimed property as outlined by Controller's org.
- Audit and upload checks from various VZW departments into unclaimed property database
- Analyze and maintain reporting in compliance with Controller's organization
- Manage all aspects of escheating funds to 25 states including foreign properties
- Develop and implement new and existing processes and procedures as necessary
- Software testing for implementation
- Manage new and ongoing projects while meeting day to day commitments
- Train new employees on all aspects of Unclaimed Property as needed
- Advanced knowledge of MS Excel, Word and Power Point
- Working knowledge of MS Publisher, FrontPage, Visio, Access and 2-tier query building
- Completed "Fast Start to Project Management" in 2008

Resource Management

February 2005 - November 2006 (1 year 10 months)

Rancho Cordova, CA

- Work with leadership to manage service level
- Schedule meetings, vacation, training etc. in accordance with service level initiatives
- Daily, weekly and monthly reporting to various members of leadership as well as HR
- Manage training completion for all departments

- Work one on one with scheduler/forecaster to improve processes both for reps and resource management
- Problem solving misc. resource management/call center problems from beginning to completion
- Balance workforce between online and offline teams to ensure customer satisfaction
- Build new logins for Supervisors and reps as well as outside lines and having voice mail boxes transferred

Supervisor - Customer Care

July 2003 - February 2005 (1 year 8 months)

Morristown, NJ

- Management of day to day activities
- Single point of contact in the absence of Manager
- Provide QA (Quality Assurance) scores and feedback for care reps
- Attended Management trainings as part of development program
- Took escalated calls from care reps
- Tracked month over month performance of care reps for Performance Appraisal as well as recognition initiatives

Customer Service

February 2000 - July 2003 (3 years 6 months)

Folsom, CA

- Answer incoming prepaid calls in accordance with center guidelines
- Work several long term projects from concept to completion/handoff
- Assisted tech support queue on as needed basis
- Mastered all 16 Billing Systems under the Verizon Wireless name after merger, as well as all tech support systems
- Started/formed customer response team for Prepaid customer care by writing all trainings, creating all forms and setting all metrics

Education

California State University-Fullerton, Mihaylo College of Business and Economics

Master of Business Administration - MBA, Information Systems · (2019 - 2022)

University of Phoenix

Bachelor's degree, Business Management · (2003 - 2006)

Multiple Junior Colleges

