**Jonathan Thompson**

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**Objective**

*Hard-working, recent college graduate with a BS in Economics seeking a position which will leverage analytical abilities, education, and work ethic. Looking for a role in data analytics to create information for input to assist in making data driven decisions.*

**Education University of Wisconsin-Madison**

* Bachelor of Science in Economics with a Mathematics emphasis

**Work Experience**

**Beer Capitol Distributing Company Delivery Associate 2021**

* Assist delivery driver with pre-ordered brands and products to route customer locations
* Merchandise products at customer locations to meet both brand and customer requirements
* Manage inventory and rotate products to meet sell through targets
* Build multiple branded displays and merchandise according to planogram requirements
* Accountable for inventory count, control, and reorder points
* Serve as the face of Beer Capitol when on premise to build positive customer relationships

**College Works Painting Branch Manager 2019**

* Achieved $22,000 of revenue in five months against a $20,000 goal
* Provided weekly reporting to management on lead funnel with probability of sales conversion
* Hired, trained, and managed a five-employee house painting team
* Oversaw all aspects of production management, customer relations, quality control, and safety
* Received 100% customer satisfaction rating, compared to the industry average of 44%
* Designed and implemented a lead generation strategy which yielded over 70 targets

**Gardner Pet Group Quality Control Specialist 2018**

* Responsible for daily quality control testing and reporting
* Developed new report format for daily distribution to management team
* Performed root cause analysis to uncover issue of repetitive problem which stopped production
* Executed multiple testing protocols to ensure consistent quality of training pads and other products
* Implemented monitoring cadence to ensure consistent quality

**Weedman Lawncare Field Marketer 2017**

* Marketed in multiple areas throughout south-eastern Wisconsin and secured 50 leads
* Two-month role with a conversion rate of 34% against a 25% goal
* Drove double digit sales increase in territory
* Developed and provided lead funnel form for management review

**Sendik’s Fine Foods Front End Clerk, 2016-2017**

* Worked with clients by helping with order taking, bagging, and personally loading their orders
* Lead a pool of employees who assisted other stores when short staffed
* Cross trained and competent in all front end roles

**References available upon request**