

Nathan Elorreaga

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EDUCATION

University of Utah: *David Eccles School of Business*

Accounting BS

Fall 2015

Master of Accounting, Tax emphasis

Fall 2016

EXPERIENCE

Overstock.com

July 2018-Present

Merchandise Coordinator

Midvale, UT

- Recruited by senior management to overhaul the site sale process for the entire sourcing department.
- Negotiated first cost discounts with vendors resulting in \$2M of additional sales year to date.
- Leveraged Adobe Analytics to analyze search terms and click volume to reduce bounce rates and boost conversion.
- Worked with key vendors to fill assortment and pricing gaps.
- Lead weekly cross functional initiatives with promotions, content, supply chain, and assortment analysts.

Overstock.com

November 2017-July 2018

Corporate Accountant

Midvale, UT

- Primary accountant for the Senior VP of Sourcing and Customer Service departments.
- Responsible for \$35M in annual budget dollars and formulating the yearly financial plan.
- Accounted for all software contracts/licenses, prepaid expense applications, and tracking accruals.
- Met regularly with senior executive teams to manage budgets, headcount, and forecasting.
- Performed accurate month end close activities within strict deadlines.

BDO, LLP

January 2017-May 2017

Tax Accountant

Salt Lake City, UT

- Experience preparing LLC, S-corporation, and C-corporation tax returns for public clients.
- Prepared dozens of high net worth individual's form 1040 tax returns.
- Issued 1099s to all applicable laborers on behalf of the client.

ATMM

June 2011-December 2017

Event Manager

Salt Lake City, UT

- Implemented the use of an online tracking system in order to manage multiple events simultaneously, eliminating the costs of additional employees.
- Overhauled the loading and unloading process of mobile ATM machines, reducing costs spent on transportation.

Clinkle

October 2014-April 2015

Campus Ambassador

San Francisco, CA / Salt Lake City, UT

- Recruited and oversaw a team of 6 college students who signed up 1,200 people for the Treats service.
- Coached customers face to face on how to successfully leverage the app daily in their lives.
- Successfully organized an entire month of promotional campaigns on one week's notice.

Interests

- Outdoors