

Nick Miller

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EXPERIENCE

Sales, Swan Fence, Inc.

Compton, CA | May 2017 – December 2018

- Outside sales activities for a specialty chain link fence manufacturer
- Launched a new product line of welded wire fence to diversify product offerings

Supply Chain / Buyer, Global Craft Trading, Inc.

Long Beach, CA | November 2013 – February 2017

- Coordinated \$10 million of craft beer purchasing and supply chain for 15 foreign markets and global US military bases
- Developed and implemented supply chain process improvements, increasing shipping efficiency for customers by 24% through better utilization of container weight maximums
- Designed reverse supply chain for steel kegs to make draft beer available to international US military bases, increasing sales in specific channels by 20-30%
- Acted as point of contact for over 40 vendors, coordinating production timing delivery schedule for orders, and product rotation
- Served as the customer relationship manager for the Asia region; helped Japanese customers increase imports 250% in 3 years

Buyer, Nagano Trading Company

Yokohama, Japan | September 2011 – November 2013

- Managed purchasing of craft beer, merchandise, and draft equipment for import into Japan
- Arranged inland transportation from supplier to warehouse, consolidating shipments from multiple suppliers for efficiency

Securities Analyst in Operations Division, Goldman Sachs Group, Inc.

Tokyo, Japan | October 2007 – April 2011

- Generated client-specific trade pre-confirmations using Excel macros
- Reconciled trading accounts for trades in the Asia region
- Provided support to trading desks and clients both in English and Japanese

EDUCATION

Launch School

August 2017 - Present

- Working through a rigorous curriculum of programming fundamentals towards becoming a full stack developer

University of California at Davis

BA in Japanese Language

International Christian University

Study abroad program | Tokyo, Japan | June 2005 – June 2006

SKILLS & QUALIFICATIONS

- English/Japanese Bilingual
- Japanese Language Proficiency Exam – Level 1 (business fluency)
- Certified Cicerone (beer industry certification)
- Advanced Microsoft Excel skills