

Nikki Hotchkiss, MBA

Senior Data Analyst

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PROFESSIONAL SUMMARY

Analytical and results-driven professional with 7+ years' experience in financial analysis and business reporting. Skilled in Power BI, SQL queries, Excel, and data modeling to support data-driven strategic decisions and uncover operational efficiencies. Experienced in analyzing trends, creating visualizations, and communicating data clearly through storytelling to non-technical stakeholders. Transitioning into data analytics, building on a strong foundation in financial and accounting expertise.

EDUCATION

Master of Business Administration, Bachelor of Science in Accounting - Franklin University

Bachelor of Arts in Economics, Kent State University

SQL Fundamentals, Power BI Fundamentals - Data Camp

SKILLS

- **Programming:** SQL, Excel
- **Data Visualization:** Excel (pivot tables, dashboards), Power BI
- **Concepts:** Data Analysis, Reporting, Decision Support, Problem Solving
- **Technical Tools:** Excel, PowerPoint, Access, Oracle, SAP, Hyperion, Essbase Smart View, Trintech, Connect
- **Soft Skills:** Attention to Detail, Communication, Collaboration, Team Player, Positive Attitude, Problem Solver

PROJECT

- E-commerce Funnel Analysis using Power BI: Analyzed 90K+ user sessions in Power BI; identified 99.5% drop-off rate and recommended A/B testing to mitigate \$100K+ potential revenue loss.
- Bicycle Sales Analysis using Microsoft SQL Server, /T-SQL, Power BI: Leveraged SQL and Power BI to uncover an 87% YoY growth in a key brand and a critical customer retention gap (612 lost vs. 13 retained), informing strategies for growth and customer win-back.

CAREER HIGHLIGHTS

- Supported strategic decision-making by developing a complex financial model that quantified bottom-line impact for a \$30M new business opportunity.
- Built a financial model to assess the business implications of eliminating a warranty program for a \$100M key customer account, enabling data-informed discussion with senior stakeholders.

WORK EXPERIENCE

Solon Manufacturing Company, Assistant Controller

09/2024 – 05/2025

- Designed and maintained a dynamic Excel-based monthly forecast tool, integrating general ledger data to compare actuals vs. budget by department and GL account.
- Delivered monthly performance reports to senior leadership, translating financial data into clear insights to support strategic decisions.
- Managed \$3.5M monthly in receivables and payables, achieving 90% on-time payment rate and reducing invoice resolution time.
- Reconciled 15+ balance sheet accounts monthly with accuracy and supported timely financial close.
- Prepared payroll-related journal entries, managed recurring accruals, and ensured accurate tax and compliance filings.

EssilorLuxottica, Finance Manager

02/2023 – 08/2024

- Developed 8 financial models across 3 sales channels to evaluate new business opportunities and optimize gross margin performance.
- Built and refined 6 promotion pricing models to support top-line growth and competitive positioning, leveraging product mix, standard costs, and volume assumptions.

- Led strategic pricing analyses for key accounts, incorporating new technology pricing and rebate structures to influence B2B offerings and maintain revenue targets.
- Collaborated cross-functionally with Sales, Marketing, FP&A, Legal, and Operations teams to gather inputs and validate assumptions for high-impact modeling initiatives.
- Presented model outputs and financial impact assessments to senior leadership, including VPs and CFO, to support decisions on pricing strategy and business development.
- Supported migration from Oracle to SAP ERP, ensuring continuity of analysis and data access across platforms.

EssilorLuxottica, Finance Manager/Financial Analyst

07/2022 – 02/2023

- Delivered monthly financial packages, 10 KPI dashboards, and 10 reports to GMs and Regional Directors using Excel and PowerPoint, supporting operational reviews and cost visibility.
- Presented lab-level performance insights—cost-per-job, YoY trends, and departmental variances—to leadership, using Hyperion Planning and Essbase for data access and modeling.
- Provided timely analysis to operations teams on cost drivers such as shipping and production, enabling real-time decisions to improve operational efficiency and control expenses.
- Managed month-end close activities for 10 labs using Oracle ERP, including journal entries, financial reviews, and balance sheet reconciliations via Hyperion and Smart View.
- Led the annual budgeting process for 10 labs in collaboration with GMs, utilizing Oracle and Hyperion to ensure accurate, department-level forecasts aligned with business goals.

EssilorLuxottica, Financial Analyst

01/2021 – 07/2022

- Performed bad debt analysis, including root cause analysis, for Northeast region labs, identifying accrual needs and providing data-driven insights to leadership for risk mitigation and financial planning. Identified \$150K in unrecognized bad debt and improved accrual accuracy for Northeast region labs, supporting more accurate financial forecasting.
- Supported quarterly financial reviews with GMs and Regional Directors, compiling balance sheet summaries and addressing account variances.
- Supported timely and accurate month-end close for 10 labs, posting ~20 entries/month and achieving 3% reduction in close cycle time or journal rework.
- Reconciled 10+ balance sheet account types across 50+ labs monthly with 98% accuracy, contributing to clean audits and improved financial control.
- Ensured compliance during internal audits using Connect software, and reviewed lab capital expenditure entries for proper asset classification and depreciation treatment.
- Provided real-time accounting support during operations review meetings, clarifying journal entries and financial statement variances.

Classic Optical Laboratories Inc., Financial Analyst

04/2019 – 01/2021

- Analyzed financial performance and key revenue and cost drivers' drivers (e.g., average selling price, cost per job, job volume) using advanced Excel models with department-level inputs and linked summaries.
- Delivered monthly financial review presentations to senior leadership, highlighting profitability insights, and providing actionable recommendations to improve cost efficiency. Presented monthly insights leading to \$10K in cost reductions in operating margin.
- Evaluated customer-level trends and pricing impacts to support planning and forecasting, partnering with the Controller to influence strategy. Identified pricing trends across 30 customers, influencing \$44M in annual revenue planning.
- Utilized Oracle OBI and Excel-based dashboards to track lab-specific KPIs and monitor gross margin and operating margin performance across business lines.
- Managed monthly close activities, including journal entries, accruals, and P&L reviews to ensure accurate financial reporting and timely delivery to corporate accounting.

Classic Optical Laboratories Inc., Accounting Clerk

01/2018 – 04/2019

- Resolved 30 invoice discrepancies monthly, improving AP accuracy and preventing 2% in overpayments.
- Assisted the Controller with month-end accrual entries and ad hoc financial analysis to support closing activities.
- Developed standard operating procedures for accounts payable, purchasing, and receiving, improving consistency and audit readiness.

- Maintained compliance with internal accounting controls and procedures across financial transactions and documentation.
- Negotiated vendor pricing improvements that saved \$19K annually on recurring purchases.