Jacob Norgaard

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EDUCATION
University of Iowa – Tippie College of Business, Iowa City, IA   **May 2020**
Bachelor of Business Administration – Finance   Cumulative GPA: **3.3/4.0**

WORK EXPERIENCE
Danfoss Power Solutions, Remote   **January 2022 – Present**
Global Pricing Team
- Partner with business unit leaders across the company to provide guidance and expertise in determining new net pricing for "low flyer" legacy products
- Strategically review and prepare data for business unit leaders to make key business decisions based on sales data and upcoming pricing needs
- Sole administrator of DPS price tool which is utilized company-wide by sales team members to create customer quotations
- Own and maintain customer tariff and surcharge Excel spreadsheet to accurately ensure customers' correct invoice prices

Pricing Specialist (NAM/SAM)   **May 2020 – January 2022**
- Fully owned and regularly improved company-wide annual pricing tool (QMT) to ensure all internal account managers were exceedingly equipped for external pricing negotiations and agreements
- Facilitated over 100 hours of pricing lifecycle training in order to fully train new Pricing Manager in result of company carve-out
- Coordinated John Deere's material index price adjustment project with key global pricing stakeholders
- Created and ensured proper formatting of over 80 customer input files to gather and store necessary data for APT file generation

Farm Bureau Financial Services, West Des Moines, IA   **May 2019 – August 2019**
Business Analyst Intern
- Improved business process efforts supporting internal accounting business partners using SAP's ERP Central Component (ECC) for Insurance Module
- Analyzed how data processes contribute to day-to-day decisions within a business environment by running reports through a production interface on SAP

Bankers Life & Casualty, Cedar Rapids, IA   **May 2018 – August 2018**
Licensed Insurance Agent
- Modeled exceptional customer service skills by handling over 300 calls per day
- Carried out cold/warm calling to prospective clients in order to relay important information about updates and changes to Medicare

SOFTWARE
SAP, VBA, Microsoft Office (Excel, PowerPoint, Word, Outlook, PowerBI)