
Technical Skills

Microsoft Excel · Microsoft Power BI · Power Query · Data Visualization · ETL Process · DAX · Python · SQL · VBA · Oracle OBIEE · Hyperion Essbase

Soft Skills Summary

Business Analysis · Leadership · P&L and Operations Management · Team Motivation & Performance Management · Financial Improvement · Attention to Detail · Customer Needs Assessment · Trend & Market Analysis · Budgetary Planning · Inventory Management · Detail Oriented · Strong Communication Skills · Analytical Skills · Resource Planning & Allocation

Professional Experience

Sales Manager 2021 – Current

Auto Wares, Inc

Oversees the selling of automotive products for repair or distribution to automotive repair shops and other commercial businesses throughout the greater Milwaukee area. Work with the operations team to achieve all agreed upon goals for assigned accounts. Implement new sales programs, as well as support current programs. Development & utilization of reporting and visualization through Power BI and Tableau, drawn from Data Warehouse reporting. Trend analysis utilization to develop strategic planning for sustained customer growth.

Data Analyst 2021 – Current

Freelance

Utilizing data analysis skills to help individuals as well as small and medium size companies. Projects vary greatly and have included; Spreadsheet Creation & Manipulation, Data Entry including Web Scraping, Data Analysis, Dashboard Creation & Visualization.

Regional Director of Operations / District Manager 2003 – 2021

CARQUEST Auto Parts / Advance Auto Parts

Oversee upwards of 15 locations and over 200 employees throughout the greater Milwaukee / SE Wisconsin, NE Illinois & Rockford areas to outperform all P&L metrics including sales, profitability, margin, and expenses. Direct and empower a team of professional managers to run each location as if it is their own, but within all guidelines of the company's vision and mission. Strategic roadmap developed from creating weekly and / or ad-hoc reporting each week through various channels and utilizing Excel, Hyperion, Tableau, and Power BI. Creation, Enhancement & Utilization of over 30 different reports each month to assist in strategic sales growth and operational excellence.

Projects

Project examples available on my portfolio website. These include data extraction and cleansing, visualization, forecasting, web scraping. Projects completed in Excel, SQL, Python, Power BI, and Tableau.

Education

Kaplan University 2013 – 2015

Associates Degree – Information Technology