

THOMAS FITZGERALD



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PROFESSIONAL SUMMARY

"Thomas' diligence and attention to detail for the [Customer's] account does not go unnoticed. He has taken it upon himself to learn about the account so he can support them better. Everyone involved in the [Customer's] account appreciates the work he does." - Kim, Veritiv CXP

EDUCATION

Masters of Business Administration (MBA)

Aug. 2019

Texas Tech University, Rawls College of Business

GPA: 3.50

Bachelor of Science, Chemical Engineering

May 2018

Texas Tech University, Whitacre College of Engineering

GPA: 3.64

Certificate: Microsoft Office Excel 2016 Specialist, 2018

SKILLS

- Advanced Excel
- Forecasting (XLMiner, Financial Reports)
- Financial Modeling
- Project & Time Management
- Data Visualization (Tableau, Microsoft Power BI)
- MSSQL, T-SQL, MySQL
- Customer, Growth, & Results Oriented

WORK HISTORY

Commercial Account Analyst I & II

Nov. 2019 – Present

Veritiv Corporation (B2B Diversified Wholesaler)

- Provided operational root cause analysis support to over 8 departments by identifying issues, inefficiencies, correction methods, & future preventions to a portfolio of clients with annual sales over \$1 million each
- Conducted quality assurance for an upcoming "total corporate risk exposure tool" via Power BI
- Developed & maintained successful cross-functional collaboration that improved account receivables by 24% in 6 months
- Improved Days Sales Outstanding (DSO) by 33% via IT errors that caused inefficiencies and modernized the operational process
- Executed \$341k of unrecognized sales tax liability through Excel VLOOKUPS, Pivot Tables, & communication with stakeholders
- Trained new hires & regional department on ad hoc reporting techniques that cleaned our data & simplified data analysis
- Recognized by CEO, Sales VP, & CAO for exemplifying "Deliver and Delight" corporate values across internal and external customers

ADDITIONAL INFORMATION & PROJECTS

Microsoft Power BI Dashboard, COVID-19

Nov. 2020 – Jan. 2021

- Recreated John Hopkins' COVID-19 Dashboard to learn Power BI
- Utilized power query to import, clean, & consolidate data
- Created dynamic visuals via 23 DAX measures for data analyses
- Compiled over 1.2 million rows of data from Nov. 2019 to Jan. 2021
- Cleaned John Hopkins' Turkey data errors via worldometer.com data
- Restarted from scratch 3 times to improve model efficiency & add features such as all US city & territorial data
- Developed a 17 pg professional pdf presentation comparing John Hopkins' Dashboard to mine
- John Hopkins' Dashboard URL: <https://coronavirus.jhu.edu/map.html>

Forecasting: Theories in Business

June 2019 – Aug. 2019

- Conducted various forecast methods to predict Amtrak Passengers and Coca Cola Sales
- Provided analysis of best technique to use dependent on time series components (trend/seasonality) compared to the mean absolute error
- Worked with supervised (data driven) & unsupervised (model driven) forecasting techniques
 - Data Driven: Naïve & Smoothing (Moving avg, exponential)
 - Model: Regression, Autoregressive (AR), & ARIMA
- Utilized Excel XLMiner for data partition & visualizations in Tableau

MasterCard (MA) – Stock Valuation

Aug. 2018 – Dec. 2018

- Goal: Persuaded peers to “buy” MasterCard during December 2018
- Context: MA historically yielded investors a 2.6x return, similar statistical risk with 21% more volatility (beta) than the S&P 500
- 2019 Performance: MA +74%, SPY (S&P 500) + 30%
- Evaluated MA through fundamental analysis, e-commerce & payment market analysis, China's closed market, & competitors / partnerships
- Financial Analysis consisted of: 3 pro forma statements, asset financing (CAPM, Dividends, WACC), & financial metrics
- Valuation Methods: Comparables method, unlevered discounted cash flow, dividend discount, & present value growth opportunities among others