

Pricing Database Administrator Pricing Database Administrator Pricing & Data Analytics Professional Arlington, VA Analytics professional with more than six years of experience supporting decision-making through data-driven insights. Proven ability to transform datasets into stories and provide recommendations for management to advance strategic growth. Specialties: cost analysis, pricing restructuring, continuous process improvement, database management and manipulation. Authorized to work in the US for any employer Work Experience Pricing Database Administrator DOMINION ELECTRIC SUPPLY - Arlington, VA November 2017 to June 2018 Streamlined cost structure for \$500M of inventory for more than 3,000 customers Analyzed and implemented cost and pricing data through ETL while maximizing return on investment Implemented margin recommendations for all stock keeping units to drive gross profit margin by two points Conducted competitor product line analysis to determine a savings of \$70,000 by converting to a different vendor Developed and communicated routinely with vendors to ensure timeliness and accuracy of data Maintained web catalog database using SQL extracts Performed quantitative analysis of product sales data in order to enact pricing adjustments Served as a key resource for sales team around best practices for margin optimization Pricing Manager & Data Analyst Crescent Electric Supply Company - Danville, VA March 2013 to June 2017 Maintained sell pricing on 100,000+ stock and nonstock products for 18 physical branches, two online storefronts, and 5,000 customers Developed and implemented new pricing structure to result in smoother maintenance and adjustment of sell pricing Provided technical advice and assistance to purchasing personnel regarding maintenance and optimization of Special Pricing Agreements (SPA) as well as stock pricing Analyzed vendor SPA pricing and performed "what if scenarios" to determine areas of gross profit percentage improvement and specifically increased vendor line profitability by \$50,000 over 6 months Reported directly to president with monthly reports to provide analysis of branch and area sales statistics, sell price overrides, and target customers Analyzed electrical permit data and developed lead generation databases in Phocas software Created dashboards and GIS maps to determine current and potential sales markets and techniques Conducted cyclic reviews of improvement areas, including customer segmentation,

product ranking, gross profit targets, price matrix utilization, and customer cost to serve analyses

MARKETING INTERN DANVILLE REGIONAL FOUNDATION - Danville, VA December 2011 to June 2012 Managed cross-functional teams on marketing, research, community engagement, and implementation projects Coordinated the logistics and budget planning of the first annual River District Festival Developed marketing strategy for information session presentations to prospective interns

Education Bachelor's in Supply Chain Operations NORTH CAROLINA STATE UNIVERSITY - Raleigh, NC August 2008 to December 2012 Skills Arcgis (Less than 1 year), Business Intelligence (5 years), ETL (5 years), DBA, Excel (7 years), Database Management (5 years), Salesforce (1 year), Tableau (1 year), Data Mining, Customer Service, Management, Powerpoint, access, Data Entry, Microsoft Office Links <http://www.linkedin.com/in/masonpruitt> Certifications/Licenses Action Selling Certified October 2015 to Present Action Selling is the most effective Sales Training program for the transfer of selling skills into real world application. Additional Information Hobbies: fishing, rock climbing, hiking, soccer, guitar

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