

Alex Skudrovskis

317-370-6850 • 1200 Grant St. Denver, CO 80031 • alex.skudrovskis@gmail.com
www.linkedin.com/in/alex-skudrovskis-83204159

CORE STRENGTHS

**Financial Modeling | Excel Macros | SQL | Team Training | Account Management |
Operational Improvement & Strategy | Policies & Procedures | Sales Metrics | Full Stack
Development | Web Development**

Staples, *Pricing Analyst*, Denver, CO (September 2017 – Present)

- Provide consultation for specific customer and product level data to recommend opportunities for increasing sales based upon markets, current client profile and future business opportunities.
- Support Contract Sales with industry insight, which allows them to be leaders of leveraging new tools and strategies.
- Collaborate with regional finance teams to create reporting to best analyze variances between plan and actuals.
- Evaluate and explain pricing and margin trends. Partner with Contract Sales teams to resolve anomalies. Make recommendations related to optimization of prices & products.
- Understand customer buying habits in all product categories and how new initiatives/projects may impact those buying habits.
- Outline margin enhancement strategies for various parts of the Contract Sales organization

Arrow Electronics, *Global Financial Analyst*, Denver, CO (Contract ended 2017)

- Supported operations through analysis of key performance indicators and trends.
- Established new forecasting tracking and management reporting budget to improve availability and accuracy of financial data for business units within the North America Region.
- Collaborated with other regional finance teams to create reporting to better analyze variances between plan and actuals.
- Recorded JE's and prepared monthly and quarterly reports for business units.

Personal Capital, *Associate Vice President*, Denver, CO (2017)

- Engaged prospective clients through education of wealth management and financial software tools.
- Analyzed customer asset allocation, risk tolerance, and financial goals in order to recommend services, including wealth management advising.

Charles Schwab, *Financial Professional*, Indianapolis, IN (2016 - 2017)

- Trained team members in successful rapport techniques and strategy in determining client needs.
- Analyzed financial detail to forecast industry/economic conditions, provide clear and informed investment decisions.
- Established new business within company by identifying needs of current and prospective clients.

- Examined products, such as mutual funds, offered by company and stayed abreast of competitor offerings.
- Monitored economic, industrial, and corporate developments by analyzing information from publications, and utilized various financial research, such as information from Moody's, S&P, Thomas, and Morningstar.
- Evaluated and compared the relative quality of various securities in a given industry.

Ventury Capital, *Operations Analyst*, Tampa, FL (2015)

- Oversaw entire loan process by consulting with executive leaders on operational strategy, improvements in conversion performance with lenders, and retention of client business.
- Generated reports and analysis covering client data, quality metrics, revenue and sales pipeline analysis, which were presented to executive leadership.
- Prepared and led training sessions for the entire sales team on the topics of working with clients, building relationships, generation of repeat business, and operational processes.
- Cultivated a strong external reputation with clients and bank lenders for renewal business.
- Prepared and presented reports on general economic trends, individual corporations, and industries.
- Analyzed financial data, such as income growth and market share to determine expected loan profitability.

EDUCATION

***DU Coding Boot Camp, Denver University*, Denver, CO (Expected Graduation December 2020)**

Certificate: Full Stack Developer, Web Development

***B.S. in Business, Indiana University – Purdue University*, Indianapolis, IN (Graduated June 2014)**

Majors: Finance and Marketing, Minor: Economics

ADDITIONAL

Computer - Google Analytics, Salesforce, MS Excel, Word, PowerPoint, SQL