

# Charles Callender

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## RESUME SUMMARY

Detail-oriented Analyst with 5+ years of experience in Pricing/Contracting and Quality Engineering roles in the manufacturing industry. Decisive and deadline-driven with proven ability to think and act strategically to deliver positive financial results in a fast-paced environment. Possesses a B.B.A. in Finance, AWS CCP, currently pursuing a B.S. in Mathematics, and experience in software development and data analysis.

## SKILLS

Advanced Excel

MySQL

AWS

Salesforce

Data Analysis

Tableau

VBA

Contract Manager

Rainmaker(Model N)

Trackwise

HTML

CSS

JavaScript

React.js

Styled Components

SASS

GitHub

Heroku

Git

SAP

Pricing Analysis

## EXPERIENCE

### BOSTON SCIENTIFIC, Arden Hills, MN

*Quality Engineer 2 via Signature Consultants, April 2021 – October 2022*

- Completed non-return complaint investigations in a timely manner to maintain healthy cycle times and open investigation volumes
- Reviewed and approved return WIP complaints
- Completed MER data requests from Ework by querying data from SAS and formatting the data to be put into the MER report
- Supported Post Market projects by identifying, documenting, and tracking appropriate project deliverables
- Automated MER data formatting using VBA resulting in a 30% reduction in time to generate the MER data file

### BOSTON SCIENTIFIC, Maple Grove, MN

*Contract Administrator via Signature Consultants, September 2020 – March 2021*

- Entered data elements from recently executed contracts into BSC's software systems
- Loaded pricing data for the executed customer contracts
- Loaded contracts into BSC's contract management data repository system
- Supported business analysts by providing contract or customer research and analysis and other related tasks.
- Created Watchmen FLX contract amendments and enter contract data into Watchmen Digest, Rainmaker(Model N) and CLM

### GATES CORPORATION, Denver, CO

*Pricing Analyst, October 2019 – July 2020*

- Reviewed margins to create sales reports. Generate well-informed recommendations to present to executive-level.
- Obtained feedback from internal business partners on pricing recommendation to create valid business updates and proposals.
- Worked cooperatively with internal and external stakeholders to meet profitability goals by developing and executing product pricing and profit strategies for assigned end markets and customers in the US Industrial and Automotive Aftermarket.
- Executed high visibility strategic pricing and data analytics within the organization.

- Partnered closely with sales, relationship managers, business development and senior management to provide pricing information in support of pricing strategies, policies, and recommendations.
- Recommended market appropriate pricing and assists in negotiation efforts in support of business objectives and plans.
- Researched, analyzed and conducted competitive pricing analysis.

### **IMI PRECISION ENGINEERING, Littleton, CO**

*Pricing Analyst via Aston Carter, May 2019 – October 2019*

- Supported sales by ensuring pricing is loaded and maintained correctly in JDE and the Atrak portal. Reviewed margins and created sales reports to be presented to upper-level management.
- Analyzed, interpreted and reported performance trends for orders, sales, and pricing. Identify areas performing outside of expected results and recommended additional data for review
- Prepared and analyzed business cases (what-if analysis) related to sales, pricing, and gross margins in order to provide senior management with additional information and recommendations
- Developed and completed price files including price change compilation and calculation for standard and special list price increases. Monitored and audited price files.
- Worked closely with the sales and product marketing teams on pricing including pricing configuration.
- Prepared monthly and quarterly Selling Price Increase statistics by sales representative to senior management.
- Developed and maintained tools and reports used to track the financial impact of pricing initiatives.
- Administered special pricing programs including working with sales to negotiate favorable pricing and served as a decision maker to approve or disapprove special pricing proposals based on the pricing policy and procedures.

### **CARDINAL HEALTH, Dublin, Ireland**

*Pricing Research Analyst (France), September 2018 – February 2019*

- Researched and resolved pricing questions and discrepancies that may impact the accuracy of customer invoices, and provide additional coverage and capacity to Bids and Tenders team members for France.
- Resolved price discrepancies to invoice the customer in a timely and accurate manner or correct prior invoices as necessary.
- Performed price research based on customer inquiry, bill blocks and other data such as price metrics. Validated and corrected pricing in SAP and source files (Contract Manager and non-contract manager excel files).
- Conducted ad hoc analysis and projects that supported EMEA business. Supported Pricing Manager in controlling pricing processes.
- Maintained reliable and effective business partner relationships with Bids and Tenders, Commercial, Finance, and IT.

## **EDUCATION & LICENSES/CERTIFICATES**

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### **BBA / Finance, 2014-2017**

Hamline University

UW Full Stack (MERN) Web Developer Bootcamp

### **BS / Mathematics, 2022 – Dec 2023**

Indiana University East

AWS Certified Cloud Practitioner

## **LINKS**

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**Github:** <https://github.com/cj8355>

**LinkedIn:** <https://www.linkedin.com/in/charles-callender-043b3886/>

**Portfolio:** <https://cj8355.github.io/ReactPortfolio/>

**Tableau:** <https://public.tableau.com/app/profile/charles7048>