

JACKSON LANIER

Nashville, TN/Remote

jacksonlanier94@gmail.com

615.689.2754

linkedin.com/in/jackson-lanier

jacksonlanier.github.io/profile

ANALYST

Promote Collaboration | Facilitate Informed Decisions | Enhance Efficiency

Innovative strategist committed to extracting valuable solutions. Utilizes adaptability and initiative in leveraging data to enhance cost efficiency. Delivers compelling presentations that effectively communicate complex information to diverse audiences.

Adept communicator and collaborator with an instinct for fostering productive partnerships. Proven leadership experience in training and team management, coupled with strong negotiation and problem-solving skills. Cultivates consensus and drives initiatives forward, consistently providing exceptional value in dynamic environments.

PROFESSIONAL EXPERIENCE

Cummins, Inc., Nashville, TN

March 2025 - Present

Accounts Receivable Analyst

Reduces delinquency within assigned portfolio by conducting root cause analysis, collaborating with customers and stakeholders to resolve issues. Currently managing a full range AR portfolio with balances exceeding five million dollars.

- Implements the ETL process to investigate, understand, and compare customer payment data with internal records.
- Initiates established escalation procedures for non-responsive customers and problem accounts after a thorough situational analysis determines their necessity.
- Builds strong customer relationships through targeted contact methods, facilitating the resolution of outstanding balances.

TELUS Digital, Remote

March 2024 - August 2024

Online Data Analyst

Improved AI models by validating and comparing data in a web-based environment. Evaluated the reliability of AI-generated information as part of a global project to build better intelligence systems.

- Executed daily tasks focused on reviewing AI-generated results for web-browsing queries, identifying opportunities for advancement.
- Reported analysis results with clear, concise language, conveying the necessary details in a comprehensible manner.
- Accelerated performance through time-sensitive productivity, resulting in cost-effective output.

Tennessee Secretary of State, Nashville, TN

2018 – 2024

Procurement Coordinator

Purchased goods and services for an organization of over 300 employees. Developed and maintained vendor relationships, created and implemented statewide contract purchasing guides, and reviewed service and lease contracts prior to contract execution. Managed a team of accounting specialist and trained employees on purchasing and accounts payable.

- Reduced spending by increasing the variety of products available on statewide contracts.
- Increased efficiency of annual financial closing process by querying purchase reports, accelerating year-end procedures.
- Oversaw thousands of annual vendor payments, maintaining adherence to processing deadlines.
- Conducted organization-wide trainings on purchasing, travel, and time & labor, promoting ERP system literacy.

CURRENT, University of Tennessee, Knoxville, TN**2016-2017****Research Assistant**

Collected and presented data for social-psychological research relevant to the field of electrical engineering. Coordinated conferences and events between researchers cross-nationally. Mentored youth through the Center's Young Scholars Program.

- Compiled and organized data on hundreds of scholarly articles, preparing researchers for a meta-analysis on the social impact of energy use restrictions.
- Collaborated with team members to design questionnaires and analyze results, providing figures for use in published research.
- Taught literature review and presentation techniques to high school students, encouraging continued education.

PROJECT EXPERIENCE**PORTUGUESE REAL ESTATE ANALYSIS**

Evaluates the impact of various factors on property prices in Portuguese real estate in order to increase understanding of the market.

- Sourced and cleaned data containing over 100,000 real properties, paving a path for in-depth exploration.
- Imputed missing values with machine learning techniques, creating a more robust dataset.
- Measured the relationship between price and variables such as living area and construction year using linear regression and cluster analyses, allowing for deeper comprehension of these relationships.
- Displayed discoveries in a Tableau storyboard, communicating the results to a broad audience

INSTACART BASKET ANALYSIS

Uncovers the driving forces behind sales for real-world grocery delivery company, Instacart, by analyzing over 3 million authentic Instacart transactions.

- Wrangled, combined, and aggregated data to enhance the effectiveness of analysis.
- Visualized findings using Matplotlib and compiled pertinent visuals in a report, summarizing key results.
- Proposed improvements to Instacart's sales and marketing teams, focusing on expanding market share by targeting specific demographics through advertising and implementing a product recommendation system that uses market basket analysis.

PREVIOUS RELATED EXPERIENCE**Association of Government Accountants**, Nashville, TN**Fundraising Chairperson**

Coordinated fundraising activities, including volunteer concession work and Kroger Community Rewards program, providing perpetual quarterly income.

Bravo Italian Kitchen, Knoxville, TN**Bartender, Waiter**

Offered exceptional customer service and streamlined efficiency, amicably interacting with guests while promptly serving culinary offerings.

Maggiano's Little Italy, Nashville, TN**Caterer**

Delivered and served large-scale meals, ensuring customer satisfaction while adhering to rigorous schedules.

FedEx, Nashville, TN**Package Handler**

Arranged packages into trailers under strenuous conditions, achieving record-breaking results in a team-oriented atmosphere.

TECHNICAL SKILLS

DATA ANALYSIS	PYTHON, SQL, MS EXCEL
VISUAL PRESENTATIONS	TABLEAU, MS POWERPOINT
COMMUNICATION	MS TEAMS, MS OUTLOOK, MS WORD
ENTERPRISE RESOURCE PLANNING	HIGH RADIUS, ORACLE'S EDISON

EDUCATION

- **Data Analytics Certification**, CareerFoundry, 2025
- **Machine Learning with Python Certification**, CareerFoundry, 2025
- **Master of Business Administration (MBA)**, Tennessee Technological University, 2021
- **Bachelor of Arts (BA)**, Criminology/Criminal Justice, University of Tennessee, 2016