Joshua T. Warren

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Objective

I am passionate about successful businesses, effective leadership and developing efficient systems in all organizations. I am driven to discover solutions, work hard and have fun doing it!

Education

**Whitworth University** – **Spokane, WA** May 2014

**Major:** Business Management GPA: 3.37

**Minors:** Leadership

Accounting

**Professional Experience**

**Etailz Inc. – Spokane, WA** May 2014- Present

Assistant Manager, Partner Optimization (Oct 2016 – Present)

* Etailz is a leading ecommerce company thriving on the Amazon marketplace along with other 3rd party sites.
* Managed over150 accounts with the intent to grow revenue and contribution margin. Responsible for over $6M in Revenue and $1M contribution margin (2016).
* Managed a small team of account managers developing and prioritizing strategies for brand growth, and contribution margin growth.
* As Trans World Entertainment Corporation acquired etailz I worked with both companies to maximize mutual opportunity.
* Continued many of the same roles as before and managed other team members who assumed those roles.

New Brand Specialist (May 2015- September 2016):

* Specializing in working with new brands and continuing many previous roles.
* Developing strategies launching of new brands onto large marketplace channels.
* Developed a program for boosting initial sales and gathering reviews for new products.
* Work closely with our marketing team to set up and coordinate other promotions to launch new brands effectively.
* Continuing to review new products and build listings as well as projecting initial sell through and making orders and managing several accounts as they grow with Etailz.
* Worked with large and small accounts to bring in over 1.5m in revenue annually. And growing to $3M next year
* Worked effectively in a team of 5 people directly overseeing the duties of one other employee.

First to Market coordinator (May 2014-May 2015):

* Primary roles include searching for and working with new brands and products to establish a relationship and launch their products on our sites and various sales channels. This includes, gathering details, negotiating terms, creating listings for ecommerce platforms, and placing purchase orders.

**Avista Corporation- Avista Utilities- Spokane, WA** June 2013 - May 2014

Accounting Intern-Resource Accounting Department

* Settled payables and receivables between Avista and our gas/electric counterparties.- Tracked sales of electricity.
* Worked with our projects and fixed assets accounting team with damage claims and reconciling accounts.
* Reconciled accounts for statistical numbers as well as imbalances.
* Used Oracle systems, and Nucleus (proprietary energy and accounting software).
* Joel Burk seminar about accounting in the utility industry.

**Spokane Country Club - Spokane, WA** September 2011- May 2013

Kitchen Aid

* Dishwasher under the Executive Chef, Frank Comito.
* Served and occasionally prepared desserts dishes.
* Learned about the restaurant business, specifically dealing with affluent customers and paying attention to detail.
* Focused on moving quickly, developing efficient processes, and settling for nothing less than perfection.

**Axia Financial, LLC** - **Bellevue, WA** May 2012- August 2012

Staff Accountant- Accounts Payable

* Managed accounts payable by entering all invoices, reconciling all credit cards, writing and depositing checks to transfer from one of Axia’s accounts to another.
* Wrote checks weekly, mailed them to vendors and marked the bills paid in accounting software.
* Effective in operating AMB- Accounting for Mortgage Bankers and Microsoft Excel
* Enhanced communication skills, specifically over the phone, and strong work ethic, which contributed to the company breaking sales and other records each month.
* Corporate atmosphere and a company undergoing a lot of growth. In May of 2012 there were 170 employees, and by August 2012 there was more than 215.

**Mt Spokane Ski and Snowboard Park** – **Mead, WA** December-March 2006-2013

Seasonal Ski Instructor

* Dealt with customers first hand, teaching them how to enjoy their time on the mountain and developing their skills to make their experience more enjoyable.
* Learned about customer service and how to make a customer’s experience the best it can be in an hour or two.

Service Leadership

* Worship team drummer, Northview Bible Church 2008-Current
* Elder in Training – Northview Bible Church 2015-Current
* Volunteer ski instructor. 2013-2014
* Missoula Special Olympics 2015

**Additional Skills**

* Excellent communication skills, very comfortable on the phone, and in person.
* Self-motivated to improve processes and understand systems to develop successful solutions.
* Amazon Seller Central – inventory management, listing creation, marketing, etc.
* Netsuite ERP, Sugar ERP
* Very proficient with Excel and Microsoft office.