

# Jonathan T. Oxborrow

Economics, S&OP and Pricing Analytics Professional

Washington, IL 61571 || USA

## Experience

### Analytics Manager/Team Lead

Global Parts Pricing

Caterpillar Inc., 11/2020-Present

- Team Leadership in Advanced Analytics, Data Engineering and Business Intelligence
- Designed Parts Pricing Analytics Pricing Automation Evolution Roadmap
- Interim data steward delegate ensuring compliance and risk management
- Reviewer/approver of TAP data access to ensure compliance and security
- Strategic leader in AWS, Snowflake, R, Python, Alteryx and PowerBI
- Leads pricing automation, machine learning and reproducible reporting efforts
- Leads team of 8 data scientists and data engineers
- Manages analytics role in Major Price Plan ensuring seamless execution

### S&OP Coordinator - Analytics

Energy & Transportation

Caterpillar Inc., 10/2015-10/2020

- Led data implementation for cloud based forecasting system with external vendor
- Implemented analytics server for increased automation and analytics
- Championed data governance and validation process establishment
- Built consensus across industry groups for key analytics initiatives
- Prepared centralized E&T scoped statistical forecast, improving forecast accuracy
- Established data engineering, advanced analytic, and business intelligence efforts
- Implemented pricing anomaly detection program for the forecasting system
- Led implementation of centralized Tableau reporting/engineered standard metrics

### Machine Demand Forecaster

Business Economics

Caterpillar Inc., 4/2012-9/2015

- Developed demand forecast and annual Long Term Forecast for L&H product
- Forecasted over \$3 billion in annual revenue
- Collaborated with forecast stakeholders to arrive at forecast consensus
- Prepared forecast analysis for upper management in Executive S&OP meetings
- Presented monthly to product managers on forecast changes and performance
- Mined economic databases for leading indicators for machine learning model
- Developed Excel/VBA based forecasting system for use across the division

### Regional/Sr. Economic Analyst

Business Economics

Caterpillar Inc., 11/2006-3/2012

- Prepared North American economic forecast (GDP, inflation, interest rates, IP, etc.)
- Enhanced the U.S. GDP forecast using chaining to ensure hierarchical consistency
- Prepared North American machine industry sales forecast
- Authored Canada economic summary for Caterpillar Board of Directors meetings
- Managed and communicated North America PINS/market share assumptions
- Prepared worldwide long term exchange rate forecasts
- Supported business cycle monitoring processes and various enterprise initiatives

### Economic/Quantitative Analyst

Business Economics

Caterpillar Inc., 6/2005-10/2006

- Maintained monthly processes for Asia Pacific and Latin America
- Translated relevant Spanish language economic articles
- Prepared models and reports for Business Plan and Long Term forecast
- On-boarded new analysts and interns

## Education

### M.A., Applied Economics

Illinois State University, 5/2005

Earned an M.A. in Applied Economics. Coursework included advanced linear algebra, real analysis, stochastic processes, econometrics, statistics, and labor/human resource economics. Required demonstration of the command of a foreign language.

### B.A., Economics

Brigham Young University, 12/2002

Earned a B.A. in Economics. Coursework included spanish, computer programming, calculus, differential equations, linear algebra, price theory, financial, trade, urban, and health economics.

## Certifications

### Data Strategy

UC Berkeley, 4/2024

Data as a Strategic Advantage

In

Progress

### Machine Learning & AI

UC Berkeley, Expected 3/2025

Strong Foundation in ML/AI



### AWS Certified Cloud Practitioner

AWS, 8/2023-8/2026

Foundational Understanding of Cloud Services



## Leadership Qualities & Training

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## Analytic & Technical Skills

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## Languages, Projects, and Activities

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