* Check Deposits
  + Created an organized system to deposit and store checks
  + Deposited close to 200 checks/day → $500k in the bank each day
  + Compared checks to payments posted to invoices
    - Used excel skills to format and clean the data to put into pivot tables
  + Uploaded deposit slips to teams
* IRS Payment
  + Made payments to the IRS totalling $1.6mm
  + Spoke to representatives and provided bank account and other information to make the payments
* Lost Customers
  + Using Excel, I did a multi-brand sales analysis to identify lost customers in a dozen different product categories
  + Was able to identify lost customers by filtering y/y changes > -90% and using those lists to create reports in each corresponding product category
  + Added platform IDs and calculated estimated lost yearly revenue by identifying the month of first decline and averaging total monthly revenues up to that point
  + Created pivot tables and pivot charts to visualize the data
  + Used Xlookups and references
  + Spoke to Sales department to understand anomalies
* Lost Revenue
  + Used Sales analysis data to identify lost revenue in each product category by multiplying net price per unit difference by the number of units sold.
  + Was able to investigate and dig into pricing discrepancies and uncover why there were “losses” in each rollup.
  + Was able to identify anomalies and explain the reason for the shifts
  + Spoke to people in operations department to get better understanding of products
* Rent Analysis
  + Examined leases for every facility company-wide and compiled a spreadsheet which listed:
    - Name
    - Legacy Brand
    - Rent $
    - All Utilities & CAM
    - Lease start/end dates
    - Rent escalation amts / dates
    - Renewal options.. Etc
* Sales Forecast
  + Created a sales forecast model that was able to estimate end of month sales within 0.5%
  + Looked by each day and say weekly declines
  + Multiplied out by remaining days to estimate
  + Did within a range of % declines
  + Compared to actual numbers
  + Formatted and compiled data from other sources to round out analysis
* Sales Tax Calendar
  + Created a schedule for each state with filters like:
    - Nexus
    - Payment dates
    - Websites
    - Credentials
    - Mailing addresses
    - Other notes
* Staffing Projections
  + Used Xlookups to get a count of total employees by month dating back 3 years
  + Created a reference sheet of employees
  + Compared total units to staff to get ratios and better understand how many cs reps are necessary to support the amount of volume