

## Nathan Smith

[LinkedIn](#) • [Portfolio](#)

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## EDUCATION

Florida State University, FSU College of Business  
Bachelor of Science, Management Information Systems  
Minor: Computer Science  
Dean's List: Fall 2021, Spring 2022, Fall 2022, Fall 2023, Fall 2024

Expected Graduation: May 2025  
Accumulated GPA: 3.57

## EXPERIENCE

### Target Corporation

#### *Sales Associate & Electronics Expert*

Tallahassee, FL  
July 2022—present

- Optimized electronics department displays, improved sales by approximately 8%.
- Collaborated with Management on theft reduction strategies, contributed to an estimated 10% decrease in lost sales.
- Helped deliver technical solutions to 15+ customers daily, increased customer satisfaction in the department by 50%.
- Utilized Excel pivot tables to track inventory trends to reach daily sales target of over \$5,000 in the department.

### WVFS Tallahassee

#### *Production Staff & Development Director*

Tallahassee, FL  
September 2023—February 2025

- Produced promotional clips using Audacity and Ableton, streamlined editing processes by an estimated 20%.
- Delegated weekly tasks to a team of 23 members, improved project delivery time by approximately 15%.
- Assisted with sponsorship outreach efforts, successfully increased local business supporters by 600%.
- Applied data analysis techniques from coursework, evaluated listener feedback and enhanced programming.

### Shoe Station

#### *Floor Leader & Sales Associate*

Tallahassee, FL  
April 2021—July 2022

- Advised a team of up to 8 associates to ensure efficient daily operations and to meet sales goals.
- Reorganized product displays in the men's department, increased sales by approximately 5%.
- Managed inventory processes, handled 20+ cases daily, and maintained 98% stock accuracy.
- Collaborated with the General Manager weekly, enhanced store organization and streamlined operations.

## CERTIFICATIONS

Microsoft Office Specialist Excel Associate  
Google Data Analytics Professional Certificate

Issued November 2023  
In Progress

## SKILLS

MSSQL, MySQL, PowerShell, Tableau, Python, C++, HTML, Jira, Looker Studio, Word, Excel, PowerPoint, Outlook, Office Suite, Git/GitHub, data cleaning, data visualization, performance optimization, trend analysis, electronic engineering.

## INTERESTS

Cycling and Gravel Biking—Analyze performance metrics such as cadence, speed, heart rate, elevation, and GPS-based route data using tools like Strava and Garmin. Evaluate performance across various terrains to optimize endurance and efficiency.

Electronics Engineering—Design and modify custom GameCube controllers using soldering techniques, PCB assembly, and microcontroller programming (e.g., Raspberry Pi). See portfolio for projects and GitHub link. Mostly passion projects.

Data-Driven DIY Projects—Build and troubleshoot Raspberry Pi-based systems, leveraging GitHub and online resources to identify solutions. Skilled in problem-solving and adapting existing frameworks to develop innovative tech solutions.