

# John Schmidt

Fort Collins, CO 80525

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9704055820

Business professional with experience in project management, business analytics, operations, sales and accounting seeks opportunity to serve as part of a team where my skills in analytics, accounting, and management will be leveraged.

Willing to relocate to: Fort Collins, CO - -

Authorized to work in the US for any employer

## Work Experience

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### **Commercial Analyst**

Pilgrim's Pride - Greeley, CO

June 2019 to Present

- Maintained and improved the comprehensive annual commercial budget, tracking sales and plant cost for 8 plants in the US totaling \$6 Billion.
- Analyzed data from multiple sources (SAP, AA, Agri Stats) to develop solid actionable recommendations for monthly joint business sales meetings, and to ensure that companies KPI were being met.
- Work closely with internal stakeholders (sales managers, plant managers, compliance, quality assurance, supply chain, legal and divisional managers) to resolve ad hoc issues related to sales, finance, and operations, generate SOPs and reports for different teams.
- Use Excel pivot charts and Advance Analysis to analyze sales data to determine the optimal sales mix for the production plant.

### **Financial Operations Analyst**

Rolfson Oil - Littleton, CO

January 2018 to June 2019

- Developed and maintain tracking systems for internally and externally generated sales and market-related data
- Perform competitive analysis based on competitor inlet and other information obtained in the marketplace
- Track and analyze sales trends, by customer, to produce timely reports and assist in the acquisitions of sales and markets share
- Streamlined billing and ticketing process to ensure billing accuracy thus taking 90+-day receivables from 10 Million down to 4 Million
- Research new markets for company growth, exploring cost factors and potential clients
- Managed a team of 3 team members to facilitate invoicing, billing activities ranging up to 3 million by utilizing internal systems (Filemaker, Quickbooks) on a constant basis.
- Work with CFO and Corporate Controller to develop and prepare financial and operational analyses on both a recurring and ad-hoc basis

### **Financial Professional Associate**

Prudential Insurance Company - Englewood, CO

June 2016 to August 2016

- Met with clients to understand their situations and to create financial solutions that met their needs
- \* Developed solutions in partnership with joint-work partners and management team
- \* Utilized various sales tool to prospect potential clients and expand business
- \* Analyzed client's financial data and goals to forecast future needs and wants, and from the results be able to create solutions that not only would achieve the goals of the clients but be easily obtainable
- \* Maintained and reviewed current clients to ensure that solutions were in place to achieve goals and objectives that were set or reevaluate and develop new strategies

## **Technical Engineer & Technical Sales Analyst**

Secure Energy Services - Greeley, CO

May 2005 to September 2015

- \* Developed drilling fluids programs based off customers' needs, as well as what mud system would be optimal for the location of the project this resulted in a 60% reduction in cost per well for PDC Energy
- \* Articulated project management by communicating with engineers, office staff, warehouse personnel, and other vendors to ensure efficiencies within our business unit
- \* Created and maintained databases of all projects; interpreted the data to provide clients with useful per project recaps and well as quarter and yearly reports
- \* Analyzed data to forecast future sales and trends in the industry to anticipate and exceed company goals
- \* Communicated with clients to ensure that all needs were being met in both the field and office environments
- \* Maintained relationships with current clients while continuing to develop relationships with prospective clients to identify new business

## Education

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### **Bachelor of Science in Business Administration**

University of Northern Colorado - Monfort School of Business - Greeley, CO

December 2011

## Skills

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- SAP
- SharePoint
- QlikView
- Microsoft Office
- Excel (Formula, Pivot tables)
- Mudtrack
- Supplyrite
- QuickBooks
- OpenInvoice
- ADP
- FileMaker (SQL)

- Oildex
- Qlik
- eager to learn new software
- Analytics
- Business Analysis
- Supply Chain

## Assessments

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### **Spreadsheets with Microsoft Excel — Highly Proficient**

May 2021

Knowledge of various Microsoft Excel features, functions, and formulas

Full results: [Highly Proficient](#)

### **Accounting skills: Bookkeeping — Highly Proficient**

February 2019

Measures a candidate's ability to calculate and determine the accuracy of financial data.

Full results: [Highly Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.