

Joshua Caddick

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Profile

Four years of sales operations and reporting experience conducting a streamlined approach to solutions. Passionate about delivering actionable recommendations to drive results.

Core Competencies

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|--------------------------|-------------------------------------|----------------------------------|------------------------------|
| • Analytics & Reporting | • Dashboard Design & Implementation | • Sales Strategy & Effectiveness | • MS Access & Advanced Excel |
| • SAP BW, Query Designer | • Tableau | • ETL | • Salesforce.com |

Professional Experience

HD Supply Facilities Maintenance • San Diego, CA • 2015 – Present

A leading supplier of maintenance, repair, and operations products for 500,000+ professionally managed spaces, with coast-to-coast distribution network to transport 100,000+ products.

Senior Sales Operations Analyst • 2017 - Present

Sales Strategy & Execution Team. Promoted to due to technical ability and business expertise.

- Acted as lead for team of 12 analysts.
- Provided reporting and analytical support for various business partners in eProcurement, Team Selling, Inside Sales, and National Accounts.
- Acted as sales point of contact in Tableau Server creation. Identified business requirements and collaborated with IT partners to roll out product.
- Joined with Finance and IT teams to streamline and condense reporting to prevent end user overload and reporting overlap.
- Educated sales partners on how to use effectively use reporting.
- Created comprehensive presentations for eProcurement business detailing spend share and profitability of systems.
- Tracked progress and competency of various pilot programs with regards to growth and profitability.
- Developed sales forecast models for the Inside Sales channel.
- Created sales dashboards using Salesforce to provide sales reps with up-to-date, on-hand reporting.
- Designed and developed company-wide sales rep 'scorecard' Tableau dashboard to provide managers the ability to conduct thorough evaluations.
- Performed new catalog price variance analyses to determine price impact for largest accounts.
- Supported introduction of new reporting system by identifying and communicating requirements and testing results for validity.
- Partnered with Data Governance to establish data dictionary.

Sales Operations Analyst • 2015 - 2017

National Accounts Team

- Maintained and delivered reporting package to management at a weekly, monthly, and quarterly cadence.
- Acted as custodian for NA BI Portal, creating and modifying queries when necessary using BEx Query Designer.
- Recorded NA sponsorship expenses for year-end NA sponsorship budget review.
- Performed ad hoc analysis utilizing SAP BW, Salesforce, and Avaya systems.
- Published AP reporting identifying delayed vendor invoicing therefore reducing time to invoice customers.
- Calculated rebate payment distributions split to various group purchasing organizations.
- Streamlined existing reporting utilizing SAP BEx Analyzer and VBA.

Education

Bachelor of Science, Finance

San Diego State University
Associated Students Financial Affairs Committee

2014