**Kyle Salonek**

345 Lorenz St • Loretto, MN 55357• (C) (763) 898-7554 • kylesalonek@gmail.com

## BUSINESS ANALYST • PRICING / SALES / FINANCE

A highly qualified Business Analyst offering 6 years of experience in financial analysis and reporting. A dedicated, solutions orientated analyst possessing valuable skills in financial forecasting and executive summaries of metrics/key performance indicators. A proven track record of positively impacting results and financial metrics; results-driven, analytical, curious, and goal-oriented collaborator in team environment.

**KEY STRENGTHS**

• Analytical • Results-driven Reporting • 3PL Transportation

• Certified Microsoft Office Specialist • Cost Reduction and Budgeting

• Communication • Contracts & Bids • Efficient

**PROFESSIONAL EXPERIENCE**

**King Solutions, Inc,** Maple Grove, MN May 2014 – July 2020

***Business/ Customer Analyst***

A transportation company dedicated to optimizing a network of shipping resources, information services and a deep knowledge the industry to be an advocate and partner for shippers, domestically and globally.

* Prepared and presented executive summaries to c-suite leadership that effectively communicated financial KPIs of business segments, sales team members, and individual customers.
* Analyzed large data sets to prepare customer reviews that effectively track, report, and communicate the financial status of individual accounts to assist sales team in pricing negotiations.
* Open minded communication with all levels of sales and operations to execute strategic solutions that meet a prospective customer’s needs.

***Ad Hoc Projects***

* In collaboration with CIO and CEO, led the testing of prototypes, execution of new processes, and ongoing support of a new tracking program that streamlined the tracking of customer shipments.
* Met the “go-live” deadline on a team that created detailed and precise procedures to achieve Good Manufacturing Practices (GMP) compliance for a new temperature-controlled warehouse.

***Freight Billing Analyst***

* Saved $1 Million annually by auditing and resolving carrier freight bills as a part of the auditing team
* Identified error trends in data entry, billing, etc. and collaborated interdepartmentally to optimize accuracy and efficiency.
* Identified pricing discrepancies through analysis of carrier pricing documents/ rules tariffs.
* Built relationships with vendors through communication regarding pricing negotiations, service improvements, and billing issues.

**EDUCATION - CERTIFICATIONS**

## University of St. Thomas – Saint Paul, MN (2010-2014)

*Bachelor of Arts in Financial Management*

Certified Microsoft Office Specialist- Excel 2016, achieved May 2017