

# Nathaniel Varga-Chauvin

Business Operations | Sales Operations | Dashboard Development | Economic Analysis

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## Professional Summary

Economics graduate with hands-on experience in sales operations, quoting, customer-facing support, and project-related workflows in an industrial distribution environment. Focused on building practical analytics tools, dashboards, and process improvements that help teams organize work, track performance, and make stronger business decisions.

## Core Skills

Business & Operations	Analytics & Tools	Economic & Research
<ul style="list-style-type: none"><li>• Sales Operations</li><li>• RFQ Support</li><li>• Quoting Workflows</li><li>• Customer Communication</li><li>• Project Coordination</li><li>• Process Improvement</li></ul>	<ul style="list-style-type: none"><li>• Microsoft Excel</li><li>• Dashboard Development</li><li>• Data Analysis</li><li>• Power BI Fundamentals</li><li>• SQL Fundamentals</li><li>• Python Fundamentals</li></ul>	<ul style="list-style-type: none"><li>• Economic Analysis</li><li>• Data Interpretation</li><li>• Policy Analysis</li><li>• Research &amp; Writing</li><li>• Critical Thinking</li><li>• Market Analysis</li></ul>

## Professional Experience

**Wesco** | *Sales Operations, Quoting & Project Support*

Saskatoon, Saskatchewan

- Supported RFQ and quoting processes involving a range of products, vendors, customers, and project requirements.
- Gained hands-on exposure to industrial distribution operations, including customer communication, quote tracking, outside sales support, and project-related follow-ups.
- Worked with internal teams to organize quote information, track project needs, and support customer-facing workflows.
- Developed practical understanding of how materials, pricing, customer requests, vendors, and project timelines connect in daily operations.
- Built and planned dashboard tools to improve visibility into quote status, active bids, project value, and outside sales follow-up needs.

## Selected Projects

**Quote & Project Management Dashboard** | *Excel dashboard / sales operations*

Designed an Excel-based quote and project management dashboard concept for tracking active bids, quote status, project value, bidders, and outside sales follow-up needs.

**Canadian Regional Economic Intelligence Dashboard** | *Economic analysis / business intelligence*

Developing a dashboard concept to compare regional economic pressure across Canada using indicators such as inflation, housing, income, cost of living, and local market conditions.

**Inside Sales Representative AI Prompt Manual** | *Workflow improvement / AI operations*

Created a structured prompt manual to help inside sales representatives handle RFQs, sourcing, supplier emails, quote comparisons, and customer responses more consistently.

## Education

**University of Saskatchewan** | *Bachelor of Arts in Economics*

Built a foundation in economic theory, market analysis, policy, data-driven decision-making, and written research.

## Career Interests

Business analysis, operations analysis, sales operations, project coordination, dashboard development, reporting, and workflow improvement.