

Nathaniel A. Essex, MBA

Analytics Lead · Technical Product Manager

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EXPERIENCE

CargoSprint / EModal

2022 – Present | Remote

Senior Data Analyst

- Built organization's primary Tableau sales dashboard — single source of truth for revenue, new logo growth, and forecast, used daily by Sales, Marketing, and Finance
 - Replaced week-long manual reporting cycle with Python pipeline generating 40+ automated customer spend reports on scheduled cadence — 90% efficiency gain; built Python UI for self-serve customer onboarding
 - Conducted cross-platform green space analysis in 3 days, merging two post-acquisition databases against NVOCC/FMC/IATA registries; sized \$250K–\$1M net-new revenue opportunity for Southeast region
 - Led pricing and credit restructuring across credit, ACH, and lending products — recovered \$10M in revenue and reduced enterprise credit exposure by shifting from user-level to company-level allocation
 - Sole analyst supporting Product, Sales, Finance, Marketing, Operations, and Support across CargoSprint/EModal; built dashboards in Tableau, Power BI, and Excel; managed Salesforce reporting and GCP data pipelines
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Tinkerers Consulting

2016 – Present | Seattle, WA

Founder / Product Manager

- Designed multi-agent AI product trio (Product · Design · Engineering + QA) that takes a PRD through technical spec, front-end, back-end, database, architecture, and QA — enabling solo-founder output at team scale
 - Built 60+ custom Claude skills spanning market research, product-market fit analysis, engineering orchestration, content production, and automated social media
 - Developing courage-building app for children using behavioral science frameworks (JTBD, exposure therapy, gamified 8-week program modeled on fitness apps)
 - Early-phase: built financial models, business plans, and pitch decks for clients; delivered zero-waste partnership for Timbuk2 and multi-state expansion analysis for solar company
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Sendle

2022 | Seattle, WA

Senior Financial Analyst

- Prepared monthly board reports, consolidated financial statements across US and Australian legal entities, and 13-week cash flow forecast
 - Built LTV/CAC analysis with Analytics team; developed interdepartmental financial request process standardizing budget and headcount submissions
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4Front Ventures (fka Brightleaf Development)

2019 – 2020 | Bellevue, WA

Senior Financial Analyst

- Built \$12M factory build budget for planned largest edibles facility in California; SKU-level demand forecasts across hundreds of products incorporating seasonality and new product rollouts
 - Produced multi-state regulatory and retail benchmarking analysis that became a widely referenced strategic planning document across executive team
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Kuehne + Nagel

2017 – 2019 | San Francisco, CA

Airfreight Accountant

- Brought 12 months of overdue billing current in 9 months by diagnosing a cross-border approval communication breakdown; took SF station from worst on West Coast to top-performing
- Generated 67% GP increase through account analysis and rate renegotiations; automated invoicing of 40% of monthly revenue; recovered \$400M in customer relationships across 10+ countries

Parker, Smith & Feek

2020 – 2022 | Bellevue, WA

Benefits Analyst

- Managed annual renewal analysis for 30+ client accounts; produced utilization reports and rate scenario modeling for Sales team delivery; created outsourcing instructions reducing analyst effort 75%

Sterling Bank → Umpqua Bank

2013 – 2016 | Bellevue, WA

Lead Ops Specialist – Mortgage

- Promoted from QA to help desk to lead of 3-person team; became preferred escalation contact for loan officers and processors; built knowledge base and self-service calculators that reduced inbound ticket volume
- Performed QC audits 4× faster than peers; led post-acquisition West Coast training rollout for Umpqua in-house platform across CA, OR, and WA branches

SKILLS & TOOLS

Analytics Python · SQL · MySQL · GCP · Tableau · Power BI · Excel · Salesforce · HubSpot
Product Jira · Figma · Cursor IDE · Claude Code · n8n · Firebase · Railway · GitHub · Playwright
AI / LLM Claude · Multi-agent pipeline design · Custom skill authoring · LLM orchestration · Manus · Replit
Finance Financial modeling · Forecasting · Pricing analysis · FP&A · LTV/CAC · Board reporting

EDUCATION & CERTIFICATIONS

MBA, Sustainable Management · Presidio Graduate School, San Francisco 2018
Project Management Certificate · Columbia University 2020
BS Human Resource Management & BS Marketing Management · University of Idaho 2012
 Minors: Statistics · Entrepreneurship · Microbiology