EMILY NOVAK

PRICING ANALYST

CONTACT

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SUMMARY

Pricing analyst with 4 years in B2B distribution, setting list and contract prices for 60,000 SKUs. Writes SQL against sales and cost data, runs margin analysis in Microsoft Excel with pivot tables, and publishes Power BI and Tableau reports that sales managers check before they quote.

SKILLS

- Pricing
- Microsoft Excel
- SQL
- Pivot Tables
- Power BI
- Tableau
- Data Analysis
- Margin Analysis
- Attention to Detail

EDUCATION

Bachelor of Science
05/2022
Indiana University Bloomington
Bloomington, IN
Economics

CERTIFICATES

Certified Pricing Professional (CPP)
10/2025
Professional Pricing Society

EXPERIENCE

Pricing Analyst 02/2024 - Present
Crossroads Industrial Supply Indianapolis, IN
Industrial distributor of fasteners, tools and safety products with 14 branches in 4 states.

- Manage pricing for **60,000** SKUs in 4 categories, updating lists within 48 hours of supplier cost changes.
- Model contract renewals for 120 key accounts in Microsoft Excel, lifting gross margin 1.6 points in 2025.
- Query order history with SQL to find margin leaks, closing $900K a year in unapproved discounts.
- Develop a Power BI price realization dashboard that 35 sales reps check with attention to detail before quoting.

Sales Analyst 06/2022 - 01/2024
Hoosier Foodservice Distributors Indianapolis, IN
Broadline foodservice distributor serving restaurants, schools and hospitals in central Indiana.

- Analyzed weekly sales for **2,800** restaurant accounts and sent data analysis to 6 regional managers.
- Built Tableau reports on case volume and price per case, replacing 12 manual spreadsheets.
- Calculated rebate accruals with pivot tables each month for $40M in supplier programs.
- Compiled competitor price checks on 300 core items each quarter for the category team.

Pricing Intern 05/2021 - 08/2021
Speedway Auto Parts Distributors Indianapolis, IN
Wholesale auto parts distributor; summer intern on the pricing team.

- Matched **4,000** part numbers to competitor catalogs to build a price comparison file.
- Estimated price elasticity for 2 brake product lines with regression in Excel.
- Updated 1,500 list prices in the ERP after the annual supplier increase.