

Chad Williams

Raleigh, NC (Open to Relocation) | 954-225-4071 | chadwill05@gmail.com | www.linkedin.com/in/chad-williams5

EDUCATION

Bachelor Of Business Administration in Management Information Systems
Florida Atlantic University

August 2022
Boca Raton, FL

OBJECTIVE

Results-driven Financial Analyst with a strong foundation in Management Information Systems and expertise in SQL, Python, and Excel, seeking to leverage advanced data analytics and financial modeling skills to drive strategic decision-making and optimize business performance. Committed to delivering actionable insights in a dynamic, growth-oriented organization.

Programming & Tools: Python (Pandas, NumPy), SQL (Snowflake, MySQL), R, Excel (Power Query, XLOOKUP, Advanced Formulas), Tableau, Power BI

Financial Analysis: Financial forecasting, budgeting, variance analysis, cost optimization, pricing strategies, valuation metrics (EBITDA, EBITAR)

Certifications: Google Advanced Data Analytics Certificate (Aug 2024), Google Data Analytics Certificate (Dec 2023), Codecademy Learn SQL Course (May 2023), Codecademy Learn Tableau for Data Visualization Course (Apr 2023)

WORK EXPERIENCE

Financial Analyst
Align Technology (Invisalign)

July 2025-Present
Raleigh, NC

- Supported commercial finance team in tracking and reporting against AOP targets, leveraging SQL and Python to extract and analyze field sales data and surface variance insights for senior leadership.
- Built Power BI dashboards consolidating OpEx actuals vs. budget, enabling real-time visibility into spend performance and improving financial accountability across the commercial organization.
- Developed pricing and discount breakeven models for Invisalign's Advantage Tier program, analyzing tiered ASPs and rebate structures to guide field team strategy and optimize doctor-level profitability.
- Partnered with field sales and cross-functional counterparts to identify cost-saving opportunities, refine inventory valuation, and support pricing decisions that improved customer experience and commercial outcomes.
- Contributed to monthly financial forecasting and reporting cycles, delivering data-driven recommendations that helped align field team execution with broader organizational goals.

Financial Analyst
Advance Auto Parts

February 2024-July 2025
Raleigh, NC

- Conducted comprehensive analyses to support strategic and operational plans, utilizing SQL(Snowflake) to extract, manipulate, and analyze large datasets, identifying cost-saving opportunities and providing actionable insights for decision-making.
- Developed Power BI dashboards to visualize sales performance across 4,000+ U.S. retail stores, integrating SQL queries to deliver actionable KPI reports that streamlined leadership decision-making.
- Worked closely with senior management and functional counterparts to address cost determination issues, optimize inventory valuation and enhance product pricing strategies.
- Led monthly financial reporting and forecasting for 4000+ retail stores, collaborating with supply chain and merchandising teams to deliver data-driven insights while improving budget accuracy.

Data Specialist
Landfall Media Group

April 2023-January 2024
Boca Raton, FL

- Generate and manage high-quality leads across various industries through market research and optimization of lead generation strategies.
- Maintained and optimized development of the company's extensive databases, ensuring data accuracy.
- Supported development of marketing strategies to promote our services and forge new partnerships.

Product Specialist/Genius
Vista BMW

May 2021 – April 2023
Coconut Creek, FL

- Assisted clients to provide a pressure-free ownership experience. One that helps guests better understand the operation, benefits and value of BMW innovations and engineering advantages. This higher degree of understanding helped guests better appreciate their vehicles, which in turn created a stronger emotional connection to the brand.
- Acquired and maintained total product knowledge on all vehicles and understands competitors' vehicle features and benefits.

Inventory Coordinator
Vista BMW

November 2019- May 2021
Coconut Creek, FL

- Generated Spreadsheets and procedures to ensure ease of transition while gaining useful experience in multiple dealership software systems during heavy tilting and processing periods (CDK, KeyReader, TSD Loaner, KEY per Management, XTime, and MyKaarma)
- Created databases and spreadsheets to improve inventory management accuracy 20%