

JOHNNY KARATE

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EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Master of Business Administration

Chicago, IL

June 2021

- Concentrations in Analytic Finance, Accounting, and Entrepreneurship
- Mentor for new student orientation program; active member in Investment Banking, Private Equity, and Finance clubs
- Completed DCF, LBO, Comparable Company, Precedent Transaction analyses with Training the Street and Wall Street Prep

BIG 10 UNIVERSITY

Bachelor of Science in Economics

- Big 10 hockey team; starting goalie and fundraising chair

EXPERIENCE

AIRLINE DISTRIBUTOR

Product Line Manager

- Built DCF model and scenario analysis to value joint-venture opportunity; negotiated distribution deal worth ~\$500m
- Reduced inventory working capital by 10% quarterly by applying statistical analysis to customer order data and shifting purchasing to just-in-time
- Analyzed airline metadata to identify gaps in market penetration; collaborated with sales to generate bids and pitch product value-adds to customers

AIRLINE COMPANY

Senior Business Analyst

- Led team of software developers to design and implement new application for streamlining and automating procurement supply chain workflows
- Created highly effective user interface to dramatically enhance productivity of purchasing managers by giving real-time information on KPIs in easily digestible dashboards
- Leveraged strong cross-functional communication skills to frequently moderate super-user feedback sessions; used to inform development priorities, product road map, and UI/UX design

IT COMPANY

Senior Business Analyst

- Developed financial model to forecast five-year expenses based on service level and shipping routes; used to lead negotiations with FedEx and UPS, resulted in \$54m savings
- Managed financial analysis of \$100m freight spend, driving improvements in cost savings through enhanced visibility to external stakeholders; increased scrutiny on granular data to drive efficiencies in shipping consolidation
- Designed innovative solution to eroding freight profits by incorporating variable freight margins based on order value; built pitch deck for executive management and added \$0.06 EPS annually upon implementation
- Quantified \$5m in incremental freight costs due to inventory stock outs; partnered with warehouse and inventory management to recoup 40% of costs through warehouse reallocation and altering default shipping options
- Led data analysis in cross-functional team during internal case competition for Emerging Leaders program (less than 1% of coworkers nominated annually); placed third out of twenty teams

Business Analyst

- Established dashboards and data visualizations; used by upper and executive management in making real-time decisions regarding shipping volume, costs, and delivery times
- Coordinated launch of new shipping method; teamed-up with warehouse leadership to establish new picking process and order flow; led to \$250k in annual freight cost savings

AUTO PARTS DISTRIBUTOR

Product Manager

- Devised predictive model to forecast future part demand using car sales, failure rates, and warranty information; enabled higher price points by being only supplier outside of OEM to have stock when parts exited warranty period
- Spearheaded private label concept by manufacturing top selling steering racks in China, allowing Meridian to sell more profitable "Aftermarket New" parts; lead to creation of internal product lines, expanding margins by 30% on average
- Formulated price elasticity program that measured changes in revenue at different price points to output profit maximizing value; collaborated with IT to implement across all product lines

Product Analyst

- Transformed manual ordering process into an automated program by using various supplier and sales metrics to provide suggested order quantities; streamlining purchasing flow and increasing productivity of buyers and product managers

ADDITIONAL

- Led team on development of financial analysis, valuation, and investment thesis for LBO case competition
- Three-time Beer League hockey champion; leveraged success to earn sponsorship from Pabst Blue Ribbon