

# Chad A. Miedel

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## PROFILE

Driven professional with a strong background in e-commerce, data analysis, and process improvement. Combines expertise in science research, sales, product development, procurement, and vendor relations to deliver scalable, cross-departmental solutions. Adaptable to diverse industries and roles, with a focus on long-term growth, sustainability and innovation.

## CONTACT

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724-989-9563

## Key Skills

- ERP Systems - Netsuite
- Adaptive System Automations
- Data Management/Analytics
- Business Documentation
- Account Management
- Distribution Networks
- Co-Op Marketing Programs
- Business Development Presentations
- Margin Negotiations
- Live Inventory Feed Management
- Procurement
- Growth Forecasting
- API/EDI's
- Outside to Inside Communication
- Interdepartmental Operations

## REFERENCES

### Matthew Lutton

President – RaceChoice LLC (Former Manager)  
917-282-2388

### Spencer Melillo

Product Manager – Continental (Former Manager)  
724-757-7855

### Chris Amundson

Owner – Spicy Feta (Former Manager)  
952-201-7867

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## Experience

### Flat Tire Co. LLC, Operations and Sales

March 2024 – Present

Oversee day-to-day operations with sales, service, marketing, and inventory management. Identified opportunities for new brands and products that best suit our customers. Generated forecasts for peak season to best utilize cashflow retaining financial health of the business during the off season.

### Modern Automotive Performance, Vendor Relations/Compliance Specialist

May 2021 – October 2023

Enhanced B2B operations by improving vendor relationships and expanding networks. Managed vendor communication, brand onboarding, discount negotiations, sales analysis, margin reviews, and co-op marketing. Supported cross-departmental problem-solving and optimized vendor capabilities to enhance the customer purchasing experience. Automated ERP systems for purchase order processing, pricing, Amazon marketplace and live inventory tracking. Analyzed data through Qlik reporting and created solutions to improve profitability and revenue generation.

### PRL Motorsports, Product Development and Shipping Manager

May 2017 – May 2021

**Product Development** (*September 2020 – April 2021*)

Created functional prototypes catered to the environmental conditions a product will endure utilizing 3D printing and 3D Faro Arm scanning. Facilitated utility patents to be in compliance with CARB regulations. Regularly troubleshooted and recognized supplier/component limitations to create a cost effective and high-quality final product. Cultivated relationships with key stakeholders, vendors, and industry influencers to create positive brand experiences.

**Shipping Manager** (*July 2018 - September 2020*)

Supervised warehouse operations to meet wholesale, domestic, and international demand. Resolved complex shipping issues, secured competitive rates, and developed custom packaging. Maintained prior responsibilities while driving sales growth from \$100K to \$1M+ monthly in 4 years. Expanded distribution networks and optimized margins and internal structures for distributors.

**Shipping and Customer Service** (*May 2017 - June 2018*)

Boosted daily shipments and ensured inventory/backorder accuracy for customers and distributors. Managed website updates, marketing, product images, social media, sales, invoicing, technical writing, installation guides, policies, merchandising, and multi-platform customer service.

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## EDUCATION

### Bachelor of science in Geology

INDIANA UNIVERSITY OF PENNSYLVANIA; MAY 2016