Nathaniel Perkins

# ✅ Basic Info

* **Notice Period:** 2 weeks
* **Potential Start Date:** 2 weeks from offer date
* **Salary Expectations:** $120,000–$150,000 annually
* **Current Location:** Orange County, CA

## Relocation Required: No

* **Work Authorization:** Authorized to work with no restrictions

## Sponsorship Needed: No

* **Willing to Commute:** Yes
* **Languages:** English (100% fluent)

# ✨ Fun Fact

* Loves to travel and hike; tries to visit one national park per season

# 📊 Experience with KPIs, SOPs, QA/QC

## KPIs:

* + Led implementation at Whitestone Industries
  + Aligned KPIs with contract wins, service timelines, cost reduction, and retention
  + Created dashboards for performance reviews

## SOPs:

* + Rolled out SOPs for 50+ team at C.H. Robinson/Zuum
  + Covered client onboarding, shipment routing, and billing
  + Included training, scalable documentation, and regular audits

## QA/QC Systems:

* + Built systems for inspections and vendor/tenant feedback at All Choice Realty
  + Used digital checklists and structured feedback loops
  + Result: 30% drop in complaints, improved tenant retention

# 🤝 Cross-Functional Collaboration

## Whitestone Industries:

* + Worked with engineering, sales, PM, and finance during acquisition
  + Resulted in a multimillion-dollar contract, delivered on time C 17% under budget

## C.H. Robinson/Zuum:

* + Launched real-time freight-matching platform with engineering C sales
  + Finance built a smart pricing model
  + Result: 23% route efficiency boost + $2B Home Depot contract

## Consulting (RiseHyre, City Advisory):

* + United grassroots, local gov, and internal teams (e.g., Anaheim Autonomous)
  + Delivered outreach programs with shared metrics and budget alignment