Mateen Awan

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PROFESSIONAL SUMMARY

Aspiring supply chain and logistics analyst with experience spanning logistics operations, freight, and customer-facing supply chain roles. Analyzes operational data in Power BI and Excel to uncover bottlenecks, gaps, and risks, and communicates findings to stakeholders up to the C-level. Builds AI-driven analytics tools and n8n automation workflows that consolidate multi-source data and improve process efficiency. Pursuing a BBA in management with a concentration in supply chain and operations management.

SKILLS

Analytics & Data: Microsoft Excel, Power BI, KPI Analysis, Data Aggregation, Data Visualization, Data Analysis, Data Modeling, Risk Identification (SWOT), Process Analysis, Bottleneck Analysis, Capacity Utilization Analysis
Supply Chain & Operations: Logistics Management (Firm Performance & Tradeoffs), Forecasting, Inventory Management, Transportation Management (Trucking), Warehousing & Distribution, Capacity Planning, Demand & Capacity Management, Service Quality Management, Outsourcing & Supplier Risk Analysis, Product Management
AI & Automation: Claude, Perplexity, ChatGPT, Gemini, Workflow Automation, n8n, JavaScript
Tools & Platforms: Cabotage (TMS), CRM, Figma, Canva, Tableau, Microsoft PowerPoint
Methodologies: Six Sigma (DMAIC Fundamentals), Agile Project Management, Service Blueprinting, Benchmarking, Continuous Process Improvement, Structured Thinking (MECE)

EXPERIENCE

Territory Sales Manager Aug 2026 – Oct 2026
Priority1 *Atlanta, GA*

- Built and managed a qualified pipeline of 50+ B2B prospects through consultative outreach, tracking account and sales data in CRM, and developed lead generation by consistently converting potential opportunities to qualified leads.
- Analyzed customer shipping and operational gaps to present tailored LTL, truckload, and expedited freight solutions in addition to cost-reduction opportunities for companies in the third largest freight market in the country.
- Established and sold new accounts, developed relationships with newly acquired clients by identifying their business needs.
- Presented solutions to C-suite, VPs, directors, and managers across multiple industries, adapting discussions to 4+ levels of firms.
- Mentored new hires in sales activities, processes (SOPs), and client engagement.

Co-Founder Feb 2024 – Present
Restanomics *Remote*

- Created a dashboard that aggregates guest feedback from Google & Yelp, using AI sentiment analysis to track customer satisfaction across all platforms in real-time.
- Built a competitor benchmarking AI agent that provides restaurants with market intelligence, specifically comparing food, service, and value rankings against the competition using AI keyword analysis.
- Created an operational insights and roadmap feature to fix service bottlenecks and boost ratings based on guest sentiment data.
- Automated personalized and professional responses to every guest review instantly by building an AI review agent that boosts local SEO visibility and Google Maps ranking.
- Developed a scalable solution for restaurant management; testimonials revealed that our product reduced workflows by 60+ mins.

Product Management Extern Apr 2026 – Jun 2026
News Corp *Remote*

- Developed a product strategy for a New York Post app feature focused on notification relevance, user retention, and MAUs.
- Applied RICE prioritization framework to 5+ feature concepts, with PRD-lite documentation, user-flow mapping, usability testing, and KPI planning to assess product opportunities.
- Conducted evaluative research on AI-powered personalization, platform strategies, algorithm design, and user engagement data.
- Built a clickable Canva prototype that I evaluated with 5+ users by designing and deploying a user survey to assess reader trust, content preferences, and perceptions of transparency in personalized news experiences.
- Produced synthesis reports and a final presentation deck with insights and recommendations on content strategy, personalization models, user needs, and market trends, identifying a 25-40% ARPU uplift potential.

AI Extern Oct 2026 – Present
Wayfair *Remote*

- Built 10+ AI agents using n8n in combination with JavaScript and LLM APIs, enabling automated workflows for trend discovery, competitor benchmarking, and market intelligence.
- Conducted in-depth trend analysis by engineering multi-step workflows that scrape competitor catalogs across the home goods sector, identifying patterns in consumer demand, style preferences, and design narratives; tracked competitor pricing, launches, and campaigns to extract structured insights for pricing, style trends, and merchandising strategy.
- Integrated LLM-based reasoning pipelines to summarize emerging design trends, refine product positioning, and produce marketing-ready content tailored for Wayfair's home decor audience.

- Consolidated 5+ AI workflow outputs into a live-updating Google Sheets dashboard, integrating trend signals, competitive benchmarks, and AI-generated insights to support decision-making in category management, specifically Wayfair's rugs category.

LEADERSHIP & PROFESSIONAL DEVELOPMENT

PantherFlow - Data Analytics Project
National Student Data Corps | Georgia State University

- Aggregated and analyzed 5+ data sources including course schedules, building locations, parking occupancy trends, and shuttle ridership to uncover demand vs. capacity gaps, peak congestion corridors, schedule bottlenecks, and underused shuttles.
- Defined 5+ KPIs for movement efficiency and created 3+ Power BI visualizations to communicate findings during the final pitch.
- Identified 5+ target locations for implementation and created a 4-stage implementation roadmap targeting time savings for 35,000+ students at the Atlanta campus.
- Developed and pitched PantherFlow to a panel of judges, proposing 4+ solutions to address transportation time, cost, and operational efficiency; recognized by multiple professors and students within the National Student Data Corps.

Product Management Job Simulation
Electronic Arts | Forage

- Completed a job simulation where I developed a solid understanding of different KPIs and selected the most appropriate KPIs for measuring and assessing specific business problems related to a strategy RPG mobile game.
- Demonstrated my knowledge of 5+ KPIs within the video game industry and broke down 10+ tasks for creating a data-driven video game presentation.

Consulting Club
Georgia State University

- Participated in 2+ consulting panels, case workshops, and competitions focused on structured thinking and problem-solving.
- Applied 5+ structured thinking approaches (MECE Frameworks) from McKinsey & Co. across 2+ consulting case workshops.

CERTIFICATIONS

- Power BI Essential Training
- Excel and ChatGPT: Data Analysis
- IIBA Six Sigma: Green Belt
- Atlassian Agile Project Management Professional Certificate
- Harvard Business Impact: Leading with Generative AI and Presentation Skills
- Aha! Product Management Professional Certificate
- Figma for UX Design
- Figma Essential Training: The Basics

EDUCATION

Georgia State University Atlanta, GA
Bachelor of Business Administration: Management, Supply Chain & Operations Management *Expected May 2027*
Summa Cum Laude | Dean's List, President's List, NSLS, International Virtual Exchange Badge
GPA: 3.95/4.0
Relevant Coursework: Supply Chain Management, Project Management, Service Operations Management