Mateen Awan

Atlanta, GA | mateenawan@live.com | 425-615-2986 | LinkedIn | Restanomics

PROFESSIONAL SUMMARY

Aspiring supply chain and logistics analyst with 3+ years of 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 Logistics, Materials, and Supply Chain Management with a 3.95 GPA.

SKILLS

Analytics & Data: Microsoft Excel (Pivot Tables, V/H/X Lookup), Power BI, KPI Analysis, Data Aggregation, Data Visualization, Data Analysis, 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
AI & Automation: Claude, Perplexity, ChatGPT, Gemini, Workflow Automation
Tools & Platforms: Cabotage (TMS), CRM, Figma, Canva, n8n, Loom, Microsoft PowerPoint
Methodologies: Six Sigma (DMAIC Fundamentals), Agile Project Management, Service Blueprinting, Benchmarking, Continuous Process Improvement

EXPERIENCE

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

- Build and manage a qualified pipeline of 50+ B2B prospects through consultative outreach, tracking account and sales data in CRM, and reporting on opportunities and risks.
- Analyze customer shipping and operational requirements to present tailored LTL, truckload, and expedited freight solutions and cost-reduction opportunities.
- Establish new accounts and develop relationships with newly acquired clients by identifying their operational needs.
- Present solutions to C-level executives across multiple industries, adapting discussions to business needs.
- Mentor new hires in sales activities, processes, and client engagement.

Co-Founder Feb 2024 – Present
Restanomics Corporation *Remote*

- Aggregated data from multiple platforms (Google, Yelp) into a single real-time dashboard using AI sentiment analysis, giving managers one consolidated view of performance trends; client testimonials showed an average reduction of 60+ minutes in manual workflows.
- Built an operational insights and roadmap feature that identifies service bottlenecks and prioritizes improvements based on guest sentiment data.
- Developed a competitor benchmarking AI agent that compares food, service, and value rankings against competitors using AI keyword analysis.
- Automated personalized responses to every guest review with an AI review agent, improving local SEO visibility and Google Maps ranking.

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 monthly active users.
- Applied RICE scoring to 5+ feature concepts, with PRD-lite documentation, user-flow mapping, usability testing, and KPI planning to assess product opportunities.
- Conducted competitor benchmarking and research covering AI personalization, platform strategies, algorithm design, and user engagement.
- Built a clickable Canva prototype evaluated with 5+ users; 100% understood the feature, felt it fit the app, and said it would make them open the app more often.
- Produced synthesis reports and a 14-slide final presentation covering content strategy, personalization models, and market trends, identifying 25-40% ARPU uplift potential.

AI Extern Oct 2026 – Present
Wayfair *Remote*

- Built 5+ AI agents using n8n, enabling automated workflows for trend detection, competitor tracking, and marketing content generation.
- Conducted in-depth trend analysis 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.

- Consolidated 5+ AI agent 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.

PROJECTS

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+ systems-thinking approaches from McKinsey and Company 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: Gen 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: Logistics, Materials & Supply Chain 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