

# Rob Tulloch

**612-867-7916**

[rob.tulloch@gmail.com](mailto:rob.tulloch@gmail.com)

<http://www.linkedin.com/in/robtulloch/>

## Summary

Experienced Research Analyst with excellent written and verbal communication skills. A passion for transforming data into clear, and well supported insights with actionable solutions for strategic and tactical business problems. Unique background in a variety of multinational businesses and industries including: office and warehouse administration for construction materials manufacturing and sales; business intelligence research; international consumer products markets; IT support and youth leadership among others.

## Skills

- High level of computer proficiency including experience with: Windows, \*nix, local and cloud based office productivity software, custom database systems (Visual Foxpro, SQL), photo editing, illustration and page layout software, computer, networking, and security configuration and troubleshooting, test driven development/agile projects, cloud applications, inventory management systems, bookkeeping software
- Languages: English, French

## Experience

### ***Tepromark Architectural Products - Osseo, MN***

Tepromark Architectural Products was a relaunch under new ownership of a brand of wall protection systems for healthcare facilities based on the liquidated assets of an older company.

***(2012 – November 2014)***

- Established initial configuration and provided ongoing support for all small office systems (Ringcentral Phone, Insightly CRM, Google Apps email and cloud file sharing, Unleashed orders/inventory, Xero accounting/bookkeeping, Square and Stripe credit card processing)
- Processed and produced customer purchase orders, supplier sales orders, shipments/BOL, acknowledgements/tracking details, account statements/payments/receipts
- Tracked available inventory, expected and booked orders, incoming stock and drop-shipments of components to ensure timely and accurate delivery to the building site
- Constructed custom skids, packed, strapped and wrapped, aluminum and plastic components for domestic and international shipping
- Received, inspected and stored newly received product components Participated in customer service/problem solving, website and social media design, promotion & maintenance, approval of catalog and other print media
- Supervised US Trademark applications for Tepromark name and logo
- Retained catalog resale clients during product line and product nomenclature changes through extensive inside sales support
- Packed retained inventory, racks and equipment for transport and set up racks and cut-to-length work areas in the new ~1500 sq ft warehouse space
- Implemented systems and processes for tracking and organizing legacy inventory and new production in real time

## ***New Zealand - Travel Employment***

Euromonitor International - Christchurch, NZ

(July-September 2009)

Hopewell Lodge - Kenepuru Sound, Marlborough, NZ

(May 2009)

Arcadia Orchards - Havelock North, Hawke's Bay, NZ

(February-April 2009)

## ***Euromonitor International - Chicago, IL - Research Analyst – Canada***

Euromonitor International is the world's leading independent provider of strategic market research.

***(2004–2008)***

- Researched sales and competitive information on ~20,000 consumer goods products across ~2000 categories in the Canadian marketplace from primary and secondary sources including company annual reports, trade press, government statistics and interviews, producing or supervising production of 15-20 national industry reports per year
- Developed and managed a dynamic team of 3-5 remote/in-country analysts across Canada which required continuous recruiting, training, and support
- Wrote, reviewed & edited reports including researched data and analytic context in adherence with company house style and standards of data reliability
- Performed interviews for national Canadian media (including the Globe and Mail and Report on Business Television)
- Prepared and delivered presentations for diverse industry associations (including the Canadian Health Food Association and the Pet Food Association of Canada)
- Synthesized my team's research on Canada with interesting developments from the other 80 countries researched to provide additional insights into future market opportunities
- Provided training to new researchers on usage of our custom SQL-based database

## ***YMCA-YWCA of Winnipeg Camp Stephens - Lake of the Woods, Ontario, Canada***

Operations Staff, Boat Driver

(May-August 2003)

Program Staff

(May-August 2001-2002)

Camp Counselor

(May-August 1999 and July-August 2000)

- Organized and supervised activities in a residential wilderness environment for groups of 8-10 children between the ages of 8 and 14 for 3, 5, 12-day sessions
- Operated camp boat, entrusted with providing transportation for staff, campers and supplies to and from the island
- Assisted with maintenance of camp facilities including water and waste systems
- Maintained three 24 foot aluminum boats with 200hp Honda outboard engines
- Managed skill programs and maintained equipment and resources for 6-14 year olds:  
Sailing, Rock climbing, High ropes course, Waterfront/lifeguarding, International and environmental program

## **Education**

**Loyola University - Professional and Continuing Studies** - Chicago, IL, USA

Certificate in Computer Science Courses Included: Social, Legal, and Ethical Issues in Computing; Data Structures; Intermediate Object Oriented Development (Java)

**McMaster University** - Hamilton, Ontario, Canada - Bachelor of Arts: Economics

Focused Electives in the Theme School of Science Technology and Public Policy