

Ashton F. Johnson

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Areas of Expertise:

Technical Skills:

- ◆ Shopify ◆ Financial Modeling (DC, FCFF, Dupont) ◆ Financial Analysis ◆ Valuation Analysis
- ◆ Data Analysis (SQL, Pivot Tables, VLookup & Etc.) ◆ Microsoft Office Applications

Professional Skills:

- ◆ Procurement ◆ Contract Negotiation & Management ◆ Course Correction ◆ Logistics ◆ Marketing
- ◆ Operations Management ◆ Vendor Management ◆ Retail Accounting

Personal Attributes

- ◆ Detail & Solution Oriented ◆ Analytical ◆ Proactive ◆ Relationship Management
- ◆ Collaborative ◆ Leadership & Ownership ◆ Adaptability

Community Involvement:

- ◆ Women in Business (UMKC) ◆ Student Advisory Board ◆ Delta Sigma Pi ◆ CREW KC

Education:

- ◆ **Bachelor of Business Administration, Supply Chain Management**
 - ◆ Tennessee State University, Nashville, TN Dec. 2021
- ◆ **Master of Science, Finance 3.85 GPA**
 - ◆ Graduate Certificate, Real Estate
 - ◆ University of Missouri- Kansas City, Expected Graduation Spring 2026

Casework & Projects

University of Missouri- Kansas City

Investment Analysis - Fall 2024

Student Fund Project (Solar Edge Technologies)

- ◆ Created an Analysis Report and Presentation on the actions to be taken with the interested company
- ◆ Performed Financial Modeling such as the DCF, Dupont Analysis, and FCFF models.
- ◆ Analyzed financial statements, company capital & management structure, and forecasted future cashflows

Legal Context of Real Estate-Fall 2024

Purchase Agreement Negotiations

- ◆ Acted as a lawyer to the buyer of a property.
- ◆ Evaluated the purchase agreement & discussed issues with the client.
- ◆ Negotiated with the lawyers of the seller and created a deal that benefited both parties.

Portfolio Management- Summer 2024

Investment Portfolio Project

- ◆ Created a retirement & college fund for a family.
- ◆ Created an investment strategy and performed asset allocation & diversification.
- ◆ Created investment policies to inform the client of the strategy and the expected return.

Experience:

Music City Baseball LLC, Nashville, TN

Operations Coordinator

(January 2022 – October 2022)

In this position, I acted as the Community Engagement and DEI Committees administrator and effectively led and structured the within and across the committees. I created and led the Stars Volunteer program, which increased our participation and our brand recognition. I leveraged my expertise to streamline procurement processes and effectively budgeted the expenses of our office and merchandise store.



- ♦ Established and led cross-functional committees, unifying the efforts and communication to deliver results and build the desired workspace.
- ♦ Shaped the purpose of committees and designed the plan of action and its deliverables
- ♦ Optimized the tracking and forecasting of inventory and shipment process
- ♦ Analyzed the expenses and profits of the store and created reports to be evaluated by the CFO and the board
- ♦ Streamlined supply chain and vendor processes
- ♦ Introduced and structured vendor relationships, initiating contract negotiations and the onboarding process
- ♦ Effectively partnered with designers to market products and increase sales.
- ♦ Structured and initiated meetings and effectively communicated information to colleagues and board members.
- ♦ Budgeted the invoices and accounts of the office and the merchandise store

Operations Intern (August 2021 – December 2021)

In this position, I evaluated the office and merchandise store systems. I streamlined inventory and vendor processes. I managed inventory tracking. I marketed and networked on behalf of the company to gain brand recognition.

- ♦ Assisted with daily operations and administrative tasks.
- ♦ Analyzed sales, and inventory metrics and created reports to be evaluated by the CFO.
- ♦ Managed inventory, vendor communication, and shipments to customers and key stakeholders.
- ♦ Attended networking events and volunteered in the community to increase community support.
- ♦ Introduced relationships, events, and opportunities to increase sales and support

