

# Mischele Soenen

Commission Analyst

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## Profile

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## Employment History

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### Details

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(499) 231-3186

1234 Desert Sky Rd, Albuquerque, NM 87111

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Diligent Commission Analyst with 1 year of experience in the effective analysis and management of sales commission plans and policies. Adept at utilizing data analysis tools to optimize commission structures, enhance incentive programs, and improve sales performance. Demonstrated ability to collaborate with cross-functional teams and provide valuable insights to drive revenue growth. Strong analytical and communication skills, with a keen eye for detail and accuracy in financial reporting.

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### Commission Analyst at Sandia National Laboratories, NM

Feb 2023 - Present

- Successfully improved commission calculation efficiency by 25% by automating the process and streamlining data collection, leading to reduced errors and increased accuracy in payouts for Sandia National Laboratories.
- Spearheaded a project to redesign the commission structure, resulting in a 15% increase in sales team performance and a 10% growth in overall revenue for the company within one year.
- Identified and resolved discrepancies in commission payouts totaling over \$500,000, ensuring fair compensation for all employees and maintaining a high level of trust and satisfaction within the sales team.
- Developed and implemented a comprehensive training program for new Commission Analysts, reducing onboarding time by 30% and increasing overall productivity within the department.

### Associate Commission Analyst at Los Alamos National Laboratory, NM

Sep 2022 - Dec 2022

- Successfully streamlined the commission analysis process, reducing the average processing time by 35% and increasing overall efficiency for Los Alamos National Laboratory.
- Conducted a comprehensive review of commission policies, identifying and rectifying 15 discrepancies, resulting in a 25% reduction in policy-related issues and disputes.
- Spearheaded the development and implementation of an improved tracking system for commission payments, leading to a 40% decrease in payment errors and a 20% increase in employee satisfaction ratings.
- Collaborated with the finance team to develop and execute a new commission budget strategy, ultimately leading to a 10% increase in cost savings for the laboratory.

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## Education

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### Bachelor of Business Administration in Finance or Accounting at University of New Mexico, Albuquerque, NM

Sep 2018 - May 2022