

Nolan Morache

Product Advocate...I love the process of creating products from ideas.

Addecco Employment Services - Cisco

The Contracts Management Office at Cisco enables procurement for various US State, Local, Education entities through Cisco's authorized partner program.

- **Financial Analyst (February 2018 – Present)**

Contract Management – Responsible for a subset of Cisco's US Public Sector SLED contracts end-to-end; contract compliance, managing relationships with customers/partners. Daily Activities include: Drive onboarding and offboarding processes of authorized Cisco resellers, including performing due diligence checks and conducting performance reviews. Manage and oversee partners with respect to subcontracting obligations (i.e. sales volume reporting and fee remittance obligations). Work with A/P and A/R on administrative fee check requests and invoicing, including collections of admin fee payments from partners and reconciliation activities with A/R. Train internal and external groups (i.e. sales, channels, partners, etc.), including developing the necessary training materials. Support Sales and Channels on contract-related issues or deal opportunities. Engage with Legal, Finance, IT and other business units on contracts-related requirements. Worked on special projects with internal and external stakeholders

Web Maintenance – Maintained the Cisco State and Local Government Contracts webpage with content for compliance. Created new responsive layout template for the department within the Cisco Web Management Interface

eBiz Autos

Online marketing management company with a 2000+ network of car dealerships.

- **Senior Software Product Analyst (January 2014 – Present)**
- **Quality Assurance Analyst (August 2011 – December 2013)**

Product Analyst – Defined strategies for change of the companies product through various Agile development cycles. Created technical documentation communicating requirements from stakeholders with developers. Defined actionable road maps aimed at increasing the value of the product the company sells.

Quality Assurance – Performed testing functions in a rapid application development environment including system regression, performance, and user interface testing. Performed testing of all application, code and infrastructure changes according to project and test plans. Worked with project managers and developers in identifying opportunities for improvement.

Norm Baker Motor Company

Luxury car dealership with nationwide sales of exotic cars through the internet.

- **Internet Marketing Manager (August 2008 - June 2011)**

Internet Marketing – Established site metrics and implemented strategies for growth. Managed multiple web sites for car sales. Managed an online presence through email blasts, PPC campaigns, eBay store auctions as well as viral marketing

Western Sage Insurance

Independent insurance agency in Las Vegas specializing in commercial insurance.

- **General Manager/Agent - (August 2007 to June 2008)**

Business Development – Aided in the development of the agency.

Financial Management - Developed budgets and implemented processes for profitability.

Accounting Management - Responsible for accounts receivables/payables in agency.

Sales Support – Was a licensed insurance agent in Nevada and worked in roles in sales and support.

Eternal Sports, dba Formula Fun Inc. - eternalsnow.com.

Eternal is a direct mail, retail and online distributor of action sports equipment and lifestyle products in Sparks, NV.

- **Internet Marketing Manager (2001 - August 2007)**
- **Tele-sales/Retail Manager (1998 - 2001)**

Name	Nolan Morache
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Education

(MBA)

Master of Business Administration
University of Nevada Reno.
September 2005 – May 2007.

(B.S.)

Bachelor of Science
Business Administration
University of Nevada Reno.
September 1996 – May 2000.
Majored in Marketing

Experience

Product Management
Internet Marketing
UI/UX Design
Web Development
Competitive Research