

Brendan Smith

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Professional Summary

Solutions-driven professional with a background in account management, project management, and finance pursuing a career in web development. Strategic critical thinker that enjoys improving processes, collaborating with colleagues, and mastering new systems quickly.

Education

BACHELOR OF ARTS | 2016 | SAINT MARY'S UNIVERSITY OF MINNESOTA

- Business Administration- 3.9 GPA
- U of MN Full Stack Web Development Certification- (In progress)

Skills & Abilities

TECHNICAL SKILLS

- Front-End Technology Experience: HTML, CSS, Bootstrap, Javascript, JQuery.
- Back-End Technology Experience: Node.js, Express, MySQL, and npm libraries including Sequelize, Express-Sessions, and Handlebars.
- Recently Completed Applications:
 - [Sto Yo Code](#): An application for developers to store code snippets. Technologies used include HTML, CSS, Bootstrap, Node, Express, Sequelize, and Express Sessions as well as Express Handlebars.
 - [Gifficult](#): A trivia application using a trivia and Giphy API. Semantic UI was used for the CSS library.
 - [Work Day Scheduler](#): Day planner using moment.js and bootstrap.
 - [Weather App](#): Tool for searching weather in any city using the OpenWeather API and bootstrap.

ACCOUNT AND RELATIONSHIP MANAGEMENT

- Top sales performer at a market leading legal solutions company. Achieved 132% of personal quota for 2018, and made 105% or more of monthly quota all 12 months of 2018. Prospected and sold law books, seminars, e-books, and long term contracts through a high volume of outbound calls and emails. Used a consultative sales approach to have quality conversations with customers to build a robust sales pipeline, which resulted in consistent and effective revenue growth for the company in my territory.
- Productive loan officer at a credit union in the south metro. Main point of contact for credit union members and businesses looking to open deposit and loan accounts. Educated new and existing members of the credit union on financial health, as well as financial products and services.
- Worked cross-departmentally while in sales to provide solutions to client problems. Analyzed client situations to clear up credit and billing issues, and troubleshoot access to online and software services.
- Provided a high level of customer service at the credit union and in my sales role to build long-term trust and lasting relationships with stakeholders.

FINANCIAL MANAGEMENT

- Analyzed product list and historical sales data to estimate monthly territory revenue. Kept an organized Excel tracker for products sold, penetration rates, commissions earned, and quota metrics.
- Regularly demonstrated to clients the financial savings associated with long-term contracts through preparing custom reports based on their purchasing history.
- Analyzed and underwrote credit union consumer loans. Used lending metrics (debt-to-income ratios, loan-to-value ratios) and analyzed credit reports to determine eligibility for credit union loan products.

PROJECT MANAGEMENT

- Managed a project team of 60+ people at a fortune 6 healthcare company to facilitate “Member Move.” “Member Move” involved loading new health plans into the company’s core eligibility system for automatic renewal of current Medicare Advantage, Medicare Part D, and DSNP members. Four-month project affecting 6 million members.
- Used Microsoft SharePoint to build an internal website to track and combine multiple departments’ portfolios of projects. Gathered data and worked with managers from each area to effectively meet their requested tracking, reporting, and lookup capabilities while creating the tool.

Experience

CAPABILITY MANAGER | UNITEDHEALTH GROUP | APRIL 2019- PRESENT

ACCOUNT EXECUTIVE | THOMSON REUTERS | OCTOBER 2017- MARCH 2019

- 2018 “Century Club” and “12 for-12” award for exceeding monthly and annual quota

LOAN OFFICER | RICHFIELD BLOOMINGTON CREDIT UNION | JANUARY 2014- SEPTEMBER 2017

- Achieved “Top Producer of the month” six times in 2017

MEMBER SERVICE REP. 1 | RICHFIELD BLOOMINGTON CREDIT UNION | MARCH 2013- DECEMBER 2013

Fun Facts

- Happily married as of New Year’s Eve 2018!
- Avid Chess Player
- Jazz Saxophonist
- Camp Counselor at Lake Wapogasset Lutheran Bible Camp class of 2012
- Health Care volunteer in Guinea, West Africa in the summer of 2013