

# BRENT SANFORD

## CONTACT

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BrentsPortfolio.com

github.com/Brent0423

## EDUCATION

Western Michigan University

January 2014 - April 2016  
BBA in Finance

Boot.dev Bootcamp

October 2023 - March 2024

Completed an intensive software engineering bootcamp, focusing on full-stack development, including both front-end and back-end technologies, data structures, algorithms, and best coding practices.

## SKILLS

HTML

CSS

JavaScript

Python

Java

Docker

Flask

CI/CD

OOP

Web Accessibility

Bootstrap

## SUMMARY

- As a self-taught Software Engineer, I bring a rare blend of expertise in both Finance and Software Development. My background in financial analysis, coupled with my proficiency in developing client centric web applications and driving strategic sales initiatives, uniquely positions me to leverage technology for the benefit of your company. I am dedicated to utilizing my financial acumen to optimize company performance and am eager to play a pivotal role in the success of a progressive FinTech enterprise.

## PROFESSIONAL EXPERIENCE

### ACCOUNT EXECUTIVE

Agio Imaging / July 2020 - Present

- Led sales initiatives, achieved 150% of sales targets, securing over 50 new clients and increasing annual revenue by 20%, totaling over \$500,000.
- Improved sales process efficiency by 65% via the implementation of sales automation tools in collaboration with a 10-person, cross-functional team, resulting in a 200% increase in lead conversion rates.

### FINANCIAL ANALYST

Sanford Financial Services / August 2016 - March 2020

- Managed asset portfolios exceeding \$1 billion in value, improving risk management, and advancing data-driven decision-making.
- Streamlined operations by enhancing data analysis and client management processes.
- Worked with a 15-member cross-functional team to develop data organization approaches, reducing data retrieval times by 30%.

### CEO

Sanford Graphix / June 2016 - October 2024

- Oversaw all facets of business operations, including marketing and sales, nurturing sustainable growth and revenue advancement.
- Attained 30% annual growth, generating \$60,000 in the initial year and secured a \$5,000 seed investment.
- Generated \$60,000 in revenue in the first year. Achieved a 30% year-over-year revenue growth. Secured a \$5,000 seed investment for the Logo Atlas initiative.

## RECENT PROJECTS

- Stock Analysis Tool** (Full Stack Web App) – Designed a real-time stock performance analysis application using Python and JavaScript, integrated with Flask and Docker. Access project here: <https://github.com/Brent0423/StockAnalysisTool.git>
- Solar Eclipse 2024 Locator** (Full Stack Web App) – Programmed an eclipse tracking application using Python, JavaScript, and Docker. Access project here: [https://github.com/Brent0423/Solar\\_Eclipse\\_2024.git](https://github.com/Brent0423/Solar_Eclipse_2024.git)
- USA Ski Resort Ranker** (Full-Stack Web App) – Developed a resort-ranking tool with real-time data integration, employing Python, JavaScript, Flask, and Docker. Access project here: <https://github.com/Brent0423/USA-Ski-Resort-Ranker.git>