Brent Sanford

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PROFESSIONAL SUMMARY

- Dedicated to leveraging financial acumen to optimize company performance in a progressive FinTech environment.
- Proficient in developing client-centric web applications and driving strategic sales initiatives.
- Fluent in full-stack development, including both front-end and back-end technologies, data structures, algorithms, and best coding practices.

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%.

Chief Executive Officer | *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.
- Achieved a 30% year-over-year revenue growth. Secured a $5,000 seed investment for the Logo Atlas initiative.

Projects In Full Stack Web App

Stock Analysis Tool – Designed a real-time stock performance analysis application [GitHub Link](#)
Solar Eclipse 2024 Locator – Programmed an eclipse tracking application [GitHub Link](#)
USA Ski Resort Ranker – Developed a resort-ranking tool with real-time data integration [GitHub Link](#)

Coding Languages and Skills

- HTML
- CSS
- JavaScript
- Python
- Java
- Docker
- Flask
- CI/CD
- OOP
- Web Accessibility
- Bootstrap

Education

Boot.dev Bootcamp   March 2024
Software Engineering Bootcamp

Western Michigan University   April 2016
Bachelor of Business Administration in Finance