



# Sean Brent



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1305 Fieldcrest Lane, Oakville, Ontario L6M 2N6

## EDUCATION

2011 - 2015

**MCMASTER UNIVERSITY**

Honours Bachelor of Commerce

Cumulative GPA of 9.9/12 (3.3 GPA)

Achieved the Dean's Honour List in  
2nd, 3rd, and 4th years

## PRO. SKILLS

C++

Microsoft Visual Studio

Microsoft Office Suite

Algorithm Creation

Python

Salesforce

SAP

Communication

Leadership

Data Management

## VOLUNTEERING

Enrolled in volunteer days with Bank of Montreal participating in activities such as food sorting, tree planting, and playground construction

Provided support as an Intern Event Coordinator to Mindshape Creative Brand Marketing representatives who were organizing the 2015 Ford Motor Company field conference

## WORK EXPERIENCE

### INSIDE SALES REPRESENTATIVE

2018 - Current

Bank of Montreal | Mississauga, ON

- Assisted with the inception of two business referral programs that have financed \$68 million over 179 deals
- Successfully managed four referral partner relationships, funding \$14 million of volume in 2019 and \$18 million YTD
- Derived insights on potential applicants by analyzing their financial statements, credit history, and business model for credit application submission
- Prospered in a dynamic sales environment by delivering hasty and concise solutions to clients, internal functional teams, and business partners

### COSTING ANALYST

2017 - 2018

Allseating Corporation | Mississauga, ON

- Collaborated with sales representatives to craft competitive quotes for new business opportunities, ensuring profitability by manipulating discounts, commissions, and incentives
- Oversaw requests for special product modifications and ensured they were financially feasible
- Developed product costing models to accurately display revenue, cost of goods sold, gross margin, and profit for each unit
- Successfully organized and prioritized requests from a sales force of 40+ representatives so clients could receive critical information in a timely manner

### PURCHASING AND PRICING ANALYST

2016 - 2017

Allseating Corporation | Mississauga, ON

- Operated an MRP (Material Requirements Planning) system to efficiently manage inventory levels to plan for demand while simultaneously minimizing warehousing costs
- Voluntarily spearheaded a product pricing project, proposing optimal pricing strategies to the executive team with recommendations becoming effective in the 2018 price book

### BUSINESS ANALYST

2015 - 2016

Terrapure Environmental | Burlington, ON

- Created scenario-based models of financial statements encapsulating key metrics such as EBITDA, gross margin, and FCFF to assist with internal decision making
- Utilized Terrapure's BI and SAP software to produce cohesive reports for strategic planning
- Performed data validation for Terrapure's SAP carve-out, relaying concise feedback reports to internal and external stakeholders