Brian Kropilak

(610) 390-2276 ❖ brian.kropilak@gmail.com ❖ briankropilak.com ❖ Github.com/BrianSQL

Programmer - Analyst - Marketing Research

◆ **Solutions-Driven, Detailed-Oriented programmer:** Experienced with the Software Development Life Cycle (SDLC): gathering requirements, designing software, and delivering solutions. Development experience focused on the specific needs of the client. A strategic, creative, and technical professional able to solve problems and maintain meaningful business relationships.

◆ **Collaboration:** Experience with custom programming, third party applications configuration, and integration development. Experience working with teams to identify problems and implement solutions. Adaptable in learning to collaborate with others to establish new product design objectives, systems requirements and validation criteria. Passionate about connecting technology with people and providing innovative solutions.

◆ **Leadership:** Experience with leading process innovation and customer experience-driven projects to deliver improvement. Experience with strategic planning and implementation. Demonstrated success in initiating change and giving presentations to team members at all levels of the organization.

◆ **Adaptable Learner / Teacher:** Able to quickly learn new business standards and technical methodologies. Ability to explain technical details to both technical and non-technical personnel very well.

◆ **Water Industry Experience:** Implemented system analysis and internal control measures for a company focused on the operation and maintenance of water and wastewater systems. Acquired technical training for on-site water testing, mainly focused on lead and copper testing at homes and businesses; engaged in sales and marketing for water treatment and testing technologies; conducted market research for potential customers and partners of water treatment solutions.

◆ **Passionate Personality** with an incredible work-drive and time management skills.

Education

Ursinus College — Collegeville, PA
Bachelor of Science, Computer Science - 2017 Graduate

◆ **Degree Highlights:** Algorithms, Database-Design, Linux, OOP, Project Management, Solutions Architecture

Work Experience

ANDALYZE — Champaign, IL
Technology Consultant, Ongoing

Technology Consultant role. *Selected accomplishments:*

◆ **Conducted Market Research** looking for companies engaged in Smart Water Solutions and Industrial Internet of Things as potential acquirers of advanced water technology.

◆ **Technician Sales Expert.** Developed expertise on testing with the ANDalyze Heavy Metal Water Testing Fluorometer.

- ◆ **Reviewed Technical Sales Literature** and made suggestions for improved presentation of concepts.

- ◆ **Conducted Sales Session** with potential customer and sold a Water Testing Device to a plumbing organization.

- ◆ **Review Website Design** and discuss ways to coordinate customer payments improve marketing features for home inspectors, home renovators, and plumbers.

MEIDLINGER PARTNERS — Philadelphia, PA
Account Manager, Aug 2017 - March 2018

Focused on supporting investment portfolio companies. *Selected accomplishments:*

- ◆ **Conducted Data Mining** for market awareness on hundreds of companies to assist with B2B interactions with portfolio companies.

- ◆ **Served as Systems Analyst & Marketing Liaison** for portfolio companies in business technology solutions, marketing initiatives for SEO including scientific literature, case studies, white-papers, B2B website redesign, and other marketing collateral.

- ◆ **Developed Procedures and Processes to Streamline Efficiency**. Developed marketing strategy and analyzed budget, forecasts and expenditures, along with profit-loss projections.

- ◆ **Software Solutions.** Recommended Mapping Software to track territories assigned to company representatives.

KBX GOLDEN — Kennett Square, PA
Business Process Specialist Consultant, Jun 2017 - Aug 2017

3 Month Contract Work following Graduation. *Selected accomplishments:*

- ◆ **IT Services:** Installed new computer software, network infrastructure including switches and ethernet cabling; consulted on new landline installation; and directed file migration from Microsoft Outlook.

- ◆ **Conducted Process Improvement** by streamlining many processes and simplifying complexities.

- ◆ **Developed Technology Solutions** by developing and implementing IT systems which reduced scheduling time and increased organization by eliminating paper scheduling and storage.

- ◆ **Automated File Storage System** by creating a collaborative environment with public and private files accessible by need.

- ◆ **Conducted Corporate Structure Documentation.** Created database documentation of corporate assets and key documents.

- ◆ **Trained Corporate Personnel on Software Usage.**

Technological Skills Overview

- ◆ *Programming/Languages:* C++, C#, Java, HTML5, CSS3, PHP5.6, PHP7, JavaScript, SQL, SQL Relational Databases, Node.Js, React.Js, Vue.Js, Jekyll, Sharepoint, SalesForce, Tableau.

- ◆ *Databases:* Oracle RDBMS, SQL Server, MS Access, MySQL, MongoDB, NoSQL DB.

- ◆ *Systems:* Windows, Windows Server, Mac, Linux, Unix.