

Jake Charney

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Practiced SaaS Healthcare IT sales professional with a proven track record of driving revenue growth through strategic client engagement and solution-based selling. Expertise in navigating complex healthcare ecosystems and building strong client relationships. Seeking to leverage my experience, analytical mindset, and data-driven approach to transition into IT industry. Adept at identifying patterns, extracting insights, and transforming data into actionable information, I am poised to contribute my sales acumen and data-driven skills to excel in the IT industry, particularly in the realm of data science.

Experience

Data Science Fellow

October 2023 – Present

Springboard Data Science Bootcamp

completed a comprehensive curriculum encompassing over 550 hours of hands-on learning, focusing on key technical skills crucial in the data science domain. My proficiency expanded across Python, SQL, and a spectrum of Machine Learning (ML) and Artificial Intelligence (AI) techniques. Engaging in rigorous data analysis and visualization exercises, I honed my abilities to extract meaningful insights from diverse datasets.

Senior Business Development Representative

August 2021 — December 2023

uPerform – Elkridge, Maryland

In my role as a Senior Business Development Representative at uPerform, I have cultivated a versatile skill set with direct relevance to the field of Data Science. Through strategic partnership development in the healthcare sector, I have consistently demonstrated a commitment to data-driven decision-making. This includes conducting comprehensive research on market trends, competitor offerings, and customer needs, showcasing my analytical capabilities. My proficiency in statistical analysis and lead generation is evidenced by the successful generation of leads through proactive prospecting and cold calling, involving the management and interpretation of large datasets. I possess strong presentation and communication skills, conducting product demonstrations and effectively conveying comprehensive solutions to clients.

Accomplishments

- Lead the business development team by generating an average of 7 new client demonstrations per quarter.
- Generated sales opportunities that lead to ~1.5 million dollars of net new revenue.
- Completed an average of 13,300 outreach tasks per year, including ~7500 emails and ~5600 cold calls.

Account Executive

March 2020 — July 2021

NewDay USA – Fulton, Maryland

Operated in a sales capacity guiding customer from origination to closing. Built specialized programs to sell customers on best financial solutions. Managed an active pipeline of, on average, 25 customers and assisted processors and underwriters to provide an unmatched customer service experience. Measured success against peers by monitoring KPI's daily.

Accomplishments

- Top performer on my sales team by originating an average of 2.5 million in sales monthly.
- Consistently exceeded all KPI's such as having the highest talk time on my team, averaging 6 hours per day.
- Was named Top Rookie of my class of 27 individuals by originating the most sales within a three-month period.

Tasting Room Attendant

June 2019 — January 2020

Cooper's Hawk Winery and Restaurant – Rockville, Maryland

Handled the setup, service, and daily operations of a restaurant-wine bar serving numerous customers daily. Orchestrated the sale of wine club memberships to customers with a focus on continued patronage. Acted as a subject matter expert on 50+ wine products to provide the best customer service experience.

Accomplishments

- Recognized as a top producer by management through enrolling an average 30 wine club subscriptions monthly.

Student Researcher

May 2017 — May 2019

Department of Chemistry, Randolph-Macon College

Investigated the interaction of small volatile organic compounds on the surface of ice and snow.

Education

Bachelor of Science, Major in Chemistry

June 2019

Randolph-Macon College, Ashland VA

Awards, Honors, and Leadership

Omicron Delta Kappa, National Leadership Honor Society
Kappa Sigma Fraternity
Randolph-Macon College Presidential Scholarship Recipient
National Honor Society

Present
Present
Yearly
Present