Brian Lyman

Sandy, UT ⬩ 760-704-7444 ⬩ Brian@UtahMLShomes.com ⬩ LinkedIn ⬩ GitHub

Full Stack Web Developer

Highly analytical, outcome-driven technical professional and aspiring Full Stack Web Developer recognized for diverse experience spanning the real estate, logistics, sales, and hospitality sectors.

- ✓ Recognized for the ability to inspire and motivate teams and implement solutions to improve profitability.
- ✓ Solution-oriented and adaptable, able to pick up new things quickly, embrace feedback, and be flexible to change.
- ✓ Displays a track record of scaling businesses, including growing 6 drivers into thriving national trucking teams.
- ✓ Consistently ranked as a top performer, skilled at working in both team-oriented and autonomous environments.

CERTIFICATIONS

Full Stack Flex Bootcamp Certification | University of Utah   2023
Technical Tools: HTML | CSS | JavaScript |React | MongoDB | Node.js |MySQL | MERN |MVC | Express.js
Projects: www.Github.com/Lyman17

PROFESSIONAL EXPERIENCE

Producer | ABC4, Salt Lake City, UT   Jun 2019 – Present
- CEO and founder of a real estate investment and sales company with a personal annual profit of $90k-$110k
- Grew the company from 3 to 80 agents within 2 years through strategic marketing campaigns and training programs.
- Leveraged a 20-year track record as a property investor whilst operating as a licensed realtor for more than 4 years.
- Gained a consistent 6-figure income by devising a pay-per-click leads system that optimizes a 4-to-8-hour work week.

National Logistics Director | ZippyShell, Salt Lake City, Ut   Oct 2017 – Jun 2019
- Directed national team of CDL and warehouse drivers across 6 locations; managed a total workforce 237 employees
- Expanded the relocation team from 6 OTR drivers to 74 National Trucking Teams, gaining a 1,133% increase in one year.
- Upskilled 120 team members across 6 storage locations, contributing to a 10-fold increase in quarterly sales.
- Improved overall productivity by devising performance benchmarks, including training, development & KPI's

Salesperson | Vintana Wine+Dine, Escondido, Ca   Dec 2012 – Oct 2017
- Recognized as the top-performing salesperson in Fine Dining service, exemplifying upselling and client service expertise.
- Achieved the highest total bottle sales in FY 2017, contributing to 36% in total revenue growth.
- Ensured seamless restaurant operations and efficiency by filling in for various Front of House tasks as needed.
- Enhanced product expertise in wine, craft beer and spirit knowledge from in-house Sommeliers.
- Provided exceptional client service by displaying expert knowledge of over 160 wines and over 120 Vodka varieties.

Bar Manager and General Manager | Luke's Wild West Grill, San Marcos, Ca   Dec 2011 – Dec 2012
- Promoted from Lead Bartender to General Manager in 3 months, demonstrating exceptional leadership skills.
- Streamlined cost control processes by managing inventories, invoicing and expense tracking with attention to detail.
- Upheld financial integrity by maintaining expenses/revenues records and preparing accurate P&L reports.
- Demonstrated proficiency in employee scheduling, ensuring optimal staffing levels and operational efficiency.
- Promoting a safe environment for employees and customers by enforcing strict safety and cleanliness standards.
- Met compliance with regulatory guidelines, including DABC, California State Health Departments, and industry policies.
- Leveraged Excel, batch release systems, and the Aloha OS to enhance operational efficiency and data management.

EDUCATION

Nursing Program, GPA 4.0, High Honors Graduate | Kaplan College
Emergency Medical Technician | Lehi Ambulance
Biological Science Education | Utah Valley University
Full Stack Web Development | University of Utah