Maclean Ankhelyi

Startup growth professional, blending traditional sales methods with data analytics and technology

(916) 220-6810 | macleanankhelyi@gmail.com | **Personal Website** | **Github** | **LinkedIn**

Skills

Programming Languages/libraries: SQL, Python, Numpy, Pandas, matplotlib
Tools/Platforms: Tableau, Power BI, Excel, Hubspot, SAP, Git/Github, Jupyter Notebooks, Postgres, Supabase
Techniques: Statistical Analysis, Monte Carlo Simulation, Account Management, Sales Funnel Management

Work Experience

Manifold Freight, Inc | Seattle, WA

Go To Market Manager | August 2024 — Present
- Responsible for helping the company achieve product market fit and grow early customer base
- $1.9 million in funding led by Y Combinator and New Stack

Outgo Inc | Seattle, WA

Carrier Sales Rep | November 2023 — August 2024
- First Carrier Sales representative at this financial technology startup, focusing on B2B sales with small and medium-sized trucking companies
- Developed SQL queries to uncover insights in our sales processes and make recommendations
- Achieved 120% attainment rate in Q1 '24 and 93% in Q2 '24
- Highest performing salesperson 2 quarters in a row

Convoy Inc | Seattle, WA

Account Manager | August 2021 — October 2023
- Focused on growing company business with large carrier accounts resulting in over $750,000 in savings
- Developed 75+ SQL queries and dashboards to guide decision-making and track metrics
- Engineered high-level and detailed process maps for cross-functional teams, pinpointing critical areas for product support and driving efficiency improvements across the organization.
- Scraped the FMCSA database to identify ideal customer profiles to target resulting in over 50 company contracts
- Conducted tech demos with company owners to guide product integrations and establish operations processes

Siemens Mobility Inc | Sacramento, CA

Supplier Quality Engineer | October 2019 — August 2021

- Managed supplier quality for passenger rail car production line and improved quality by 36%
- Developed quality reporting metrics for our team so they could report chronic issues better with their suppliers.

Education

University of Portland, B.B.A in Operations Research | August 2015 — May 2019
  Relevant Coursework: Business Analytics, Optimization, R Programming and Simulation, Project Management, Decision Modeling, Systems Design & Analysis, Supply Chain Management

Projects

Third Estate Records – Founder and owner of Electronic Record Label (2015-2019)
Maps and Meta-Analysis - Co-Founder / Product Manager of data visibility project for small cities (2023 - 2024)

Certifications/Awards

Certified Associate in Project Management (CAPM) - PMI - Credential ID: 3707515 - Awarded: 11/22/2023
Eagle Scout / Order of the Arrow – Boy Scouts of America, Troop 1855, Folsom, CA (2014)