

Mariyah Watson

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PERSONAL STATEMENT

Experienced software engineer with a strong background in sales and leadership. Proven track record of delivering high-quality solutions on time and within budget, coupled with effective communication and collaboration skills with cross-functional teams. Eager to contribute my wealth of experience to a dynamic software engineering role, fostering excellence and delivering impactful results.

TECHNICAL PROFICIENCIES

Areas of Expertise include:

Node JS | JavaScript | HTML | Bootstrap | MongoDB | TypeScript | C | Python | CSS | React | GIT | SQL | CI/CD | JSON | AS-IS | TO-BE | Gap Analysis | Agile | Root Cause Analysis | Process Flow Mapping | CRD# 6752320 | Data Analysis | CFA Candidate | Flask | SCRUM | NMLS# 1413331 | Revenue Generation | Negotiation | Process Improvement | Business Analysis

Operational Activities: Operational Management | Compliance | Regulatory | Linux | Windows | Mac OS
Tools: Visual Studio code | Bash | GitHub | Salesforce | Encompass | SQL Server | Excel | Word | SharePoint

EDUCATION

<i>PERSCHOLAS, SPONSORED BY GOOGLE</i>	SOFTWARE ENGINEERING, FEB 2024
<i>HARVARD UNIVERSITY SPONSORED BY VERIZON</i>	CERTIFICATION: SOFTWARE ENGINEERING, MAY 2024
<i>CHARTER UNIVERSITY</i>	MASTERS, BUSINESS MANAGEMENT, GRADUATED DEC 2022
<i>CHARTER UNIVERSITY</i>	BACHELOR OF SCIENCE, MARKETING, GRADUATED MAY 2020
<i>PRINCE GEORGE'S COMMUNITY COLLEGE</i>	ASSOCIATES OF ARTS, GENERAL STUDIES, GRADUATED MAY 2012

EXPERIENCE

Nielsen Nov 222 – Present

Field Audio Rep

- Utilize Ivisit software to capture panel demographic information increasing the size of panel on a weekly, monthly, annual basis. Allowing our division to increase profits and remain accredited.
- Manipulate Excel, Google maps, and the google suite to create daily and weekly route plans to optimize efficiency.

Homeside Financial/Lower.com Nov 2020 – Aug 2022

Producing Sales Manager

- Created custom training program utilizing the Microsoft suite ramping up new hires 50% faster and decreasing turnover rate 25%.
- Overhauled and lead sales team harnessing data analytics and financial reporting, Velocify and Excel, increasing sales of team 233%.
- Minimized company fraud loss identifying fraudulent applications via research and staying abreast on current trends. Saving over 1 million dollars in fraudulent applications.
- Utilized SWOT analysis to help guide client to better credit health.

Onemain Financial April 2019 – Nov 2020

Branch Manager

- Tackled lending portfolio risk employing LexisNexis and Salesforce collecting 30+ accounts monthly varying in size from \$2,000 to \$40,000.
- Managed lending team in closing over 130 loans per month. Increasing revenue month over month.
- Supervised staff in operations such as accountant management, customer service, finance, and collections leading to an increase in customer satisfaction and consistent passed audits.

Onemain Financial Sr. Account Executive/ Sr. Loan Specialist <ul style="list-style-type: none"> - Promoted to Branch Manager in company record of 10 months. - Reviewed documents to ensure complete and valid agreements increasing audit score by 7%. - Analysed the financial viability of clients and determined if they qualified for available lending programs. 	July 2018 – April 2019
SunTrust Financial Services Financial Consultant <ul style="list-style-type: none"> - Bridged Gap Between Hub and Branch increasing investment visibility. - Consulted with high network clients and prospects with focus on evaluating goals, objectives, and risk tolerance. - Researched market trends and utilized Excel database to come to business decisions. 	June 2017 – July 2018
Merrill Edge Investment Specialist <ul style="list-style-type: none"> - Accurately executed and confirmed trade orders for varieties of stocks, mutual funds, ETF'S and account transactions. - Quickly assessed customer objectives and position solutions effectively. 	Jan 2017 – June 2017
PNC Bank Banker <ul style="list-style-type: none"> - Interim Branch Manager Jan and Feb of 2016 - Number 1 in region production QTR two of 2016 - Completed several community Outreach events: including teaching financial literacy. - Utilize Salesforce to open and fund accounts. 	Sep2015 – Feb 2017
Sears Sales Manager <ul style="list-style-type: none"> - Received "Best of Blue" Award Multiple times. - Effectively managed team of 15 sales professionals and staff. - Maintained product knowledge and proactively leveraged technology to identify customer needs. - Responsible for selling and servicing clients within several departments. 	July 2012 – Jan-2016
The Sanctuary at Kingdom Square Multimedia Manager <ul style="list-style-type: none"> - Introduced new techniques and systems to increase productivity by 38%. 	April 2005 – Sept 2015
Exclusive Affairs Event Planning Computer Science Intern <ul style="list-style-type: none"> - Established a system to create efficient, cost effective, and replicable email newsletters. Utilizing Constant Contact 	Dec 2011 – June 2013