Mariyah Watson

240-425-3042 | mariyah.watson@gmail.com
www.linkedin.com/in/mariyahwatson | mariyahwatson.com | github.com/MariyahW

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 | AJAX| Express| 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| cPanel

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

EDUCATION

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

EXPERIENCE

Nielsen   Nov 2022 – 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   July 2018 – April 2019
Sr. Account Executive/ Sr. Loan Specialist
- 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.

SunTrust Financial Services   June 2017 – July 2018
Financial Consultant
- 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.

Merrill Edge   Jan 2017 – June 2017
Investment Specialist
- 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.

PNC Bank   Sep2015 – Feb 2017
Banker
- 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.

Sears   July 2012 – Jan-2016
Sales Manager
- 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.

The Sanctuary at Kingdom Square   April 2005 – Sept 2015
Multimedia Manager
- Introduced new techniques and systems to increase productivity by 38%.

Exclusive Affairs Event Planning   Dec 2011 – June 2013
Computer Science Intern
- Established a system to create efficient, cost effective, and replicable email newsletters. Utilizing Constant Contact