

MARK MCGUIRE

Dayton, OH

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[LinkedIn](#)

PROFILE

An emerging Software Engineer with experience in full stack of web and application development. Exceptionally skilled in several programming languages and media creation tools. Possess an innate ability to meet deadlines, solve problems, and think critically under pressure. Adept at learning repeatable, scalable strategies to meet business needs and understands role in the overall business process. An optimist, who is equal parts competitive and a team player, working to succeed individually while helping level up the rest of the team.

TECHNICAL SKILLS

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|------------------------------|--------------|-----------|
| • CompTIA ITF+ Certification | • HTML/CSS | • React |
| • DevOps Certification | • JavaScript | • Node.js |
| • ITIL 4 Certification | • DOM | • MERN |
| • Scrum Certification | • jQuery | • GitHub |

TECHNICAL EDUCATION

Per Scholas, Cincinnati, OH

10/10/2023 – 02/10/2024

Software Engineering /Full Stack Software Engineering

- Completed a full-time comprehensive 15-week software engineering boot camp, structured into three modules, covering a range of technologies and practices.
- Acquired proficiency in HTML/CSS, JavaScript, React, and the MERN stack (MongoDB, Express.js, React, Node.js).
- Developed real-world applications from scratch, implementing industry best practices in code writing, problem-solving, deployment, and testing.

PROFESSIONAL EXPERIENCE

McGuire Financial Services | Remote

4/01/2023 – Present

Independent Insurance Agent

- Independent business owner, partnering with large financial service companies while facilitating the sales of financial services products including life insurance, annuities, and portfolio investment products.
- Built my own book of business by marketing and prospecting potential clients and taking them through the entire process, to conducting sales needs analysis, including real-time applications and closing presentations.
- Increased sales by 15% consistently month over month as marketing budget grew.

Ideal Concepts | Remote

4/01/2022 – 4/01/2023

Insurance Agent

- Responsible for telephonic sales, both inbound and outbound of financial services products such life insurance, annuities, and portfolio investment products using a need based consultative approach.
- Became a team lead who assist managers in mentoring and improving other agents' sales process resulting in the team becoming top 3 in division.

Western & Southern Financial Group | Dayton, OH

8/01/2020 – 4/01/2022

Sales Manager

- Managed a team of 5-10 financial representatives, recruited, trained, and developed sales team members, ensuring optimal performance and resolving escalated issues.
- Increased teams sales closing percentage by over 20% and increased average case size by over 35% from 08/2020 to 08/2021.

LexisNexis | Remote

3/01/2019 – 8/01/2020

Account Executive, Software Sales

- Prospected and identified potential clients through comprehensive searches on social media platforms, significantly expanding client base.
- Conducted outbound calls to articulate software benefits, scheduled live demonstrations, and addressed client inquiries.
- Negotiated agreement terms, tailored software packages, and managed contracts efficiently to expedite sales cycle and enhance client satisfaction.
- Became "Sales Rookie of the Year" in 2019, for the small law division based on my consistent sales productivity.