ELIJAH M.J.O. MIERNICKI

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SUMMARY OF QUALIFICATIONS

Business Intelligence professional with over 11 years of experience in customer service and sales. Creative problem solver with a proven history of using technical innovations to simplify daily operations, while delivering high quality customer service and sales. Strong entrepreneurial mindset with a Bachelor's in Business Management Administration, and a Master's in Exercise Science/Kinesiology. Adaptable individual with strong technical aptitude, passionate about learning additional computer science and project management skills. Currently earning a certificate in full stack development through the University of Minnesota.

SKILLS

Languages
HTML5/CSS3, JavaScript, jQuery, Python

Business Intelligence
Data Analytics, Data Visualization, Agile Methodologies, ERP/CRM Tools, Microsoft Suite, Google Suite, Telecommunication software

Industry Knowledge
Sales Process, Business Strategy, Customer Service, Account Management, Team Management, Leadership, Entrepreneurship, Critical Thinking

WORK EXPERIENCE

Program Coordinator (Nutrition and Metabolics)
Life Time – Edina at Southdale Club – Edina, MN | Nov. 2019 – Dec. 2020
- Collected, analyzed, and interpreted client test data to set goals and provide actionable steps.
- Set and surpassed aggressive program revenue goals and KPIs using agile methodologies.
- Led and trained teams of professional technicians and coaches during the Edina Club grand opening.

Regional Account Manager (Member Retention Specialist III)
Life Time – Corporate Office – Chanhassen, MN | Jul. 2017 – Oct. 2019
- Managed club accounts across the U.S. and Canada resulting in a retention rate of over 85% by pioneering strategies utilizing data analytics and implementation of updated software.
- Leveraged Microsoft Outlook, Word, Excel, Dynamics, ERP, CRM, IBM-Cognos (SQL & databases), and POS systems daily to help build brand value, overcome obstacles, and increase revenue.
- Strategized with leaders to surpass KPIs, update SOPs, present data, and resolve conflicts.

Sales Consultant
Feldmann Imports (Mercedes Benz) – Bloomington, MN | Feb. 2017 – Jun. 2017
- Surpassed sales goal by 30% first month by selling a large catalog of high-end luxury vehicles and products.
- Consistently received high customer survey response scores as well as top marks for sales presentation videos.

Sales Professional & Detail Manager
Paradise Car Wash & Detailing Center – Bloomington, MN | Dec. 2010 – Feb. 2017
- Trained and managed sales professionals and over 50 frontline workers on carwash operations for Woodbury grand opening.
- Negotiated pricing for detailing work in addition to dealership contracts.
- Supervised and established scheduling in a fast paced and ambiguous environment.

Career Services Intern
American Academy of Neurology – Minneapolis, MN | Mar. 2016 – Aug. 2016
- Exceeded revenue goals by 195% while managing accounts for neurologists, individual practices, and hospitals.
- Utilized telecommunications, Microsoft Office, and CRM tools to promote hiring opportunities for the largest collection of neurologists in the nation.

PROJECTS

Skulduggery | repo: github.com/MiernickiElijah/Skulduggery
Live Page: https://miernickielijah.github.io/Skulduggery/
This is a random character generator for 5th edition dungeons and dragons. Utilizing Agile and Kanban methodologies,
 our group was able to complete this project in under 2 weeks.
Languages/Technology: HTML, CSS, vanilla JS, jQuery, Bulma framework, APIs, GitHub projects, GitHub

Druid | repo: github.com/MiernickiElijah/Druid
Live Page: https://miernickielijah.github.io/Druid/
This is a live weather dashboard with current & 5 day forecast based on US city location.
Languages/Technology: HTML, CSS, JS, jQuery, bootstrap, APIs, GitHub

Barbarian | repo: github.com/MiernickiElijah/barbarian
Live Page: https://miernickielijah.github.io/barbarian/
This is a day scheduler that allows users to save written notes via time to their local computer and track the passing of time.
Languages/Technology: HTML, CSS, JS, bootstrap, Moment/Luxon, GitHub

EDUCATION

Full-Stack Development Certificate
University of Minnesota
Minneapolis, MN | Apr. 2021-Present

Master of Science, Exercise Science
Concordia University
St. Paul, MN | Jun. 2019

Bachelor of Science, Business Management Administration
University of Minnesota
Crookston, MN | Dec. 2016