

Max Morgan

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Education

University of Alabama at Birmingham 2012-2016. B.A. Business Management

[True Coders](#) – Software Engineering Bootcamp – Nov. 2022 – Feb. 2023

Languages & Skills

C#, JavaScript, CSS, HTML, Git, Excel

Experience

Intern – Enterprise Architecture // EBSCO Information Services

3/2023 – Present

- Assist Enterprise Architecture team in database investigation.
 - Explore EA Master tables local title and master title to determine why those tables take up 95% of disc space.
- Create Confluence article for new hires to use LeanIX and GraphQL. The article covers writing GraphQL queries within LeanIX and using Python to make GraphQL queries.
- Investigate EBSCO admin with Mike Bucco to determine if the Database Title Lists should be eliminated from the Admin UI.

Account Executive // Airbase LLC.

2/2022 - 11/2022

- Selling Accounts receivable solutions to small and medium businesses under 100 million in assets
- Technical product demos to business owners, controllers, and relevant stakeholders
- Self source leads and opportunities through outbound calling and prospecting using Zoom Info and LinkedIn Navigator.

Account Executive // BankTEL, an AvidXchange Company

08/2020 - 10/2021

- Sell financial accounting software product suite to banks and credit unions (bank asset range: \$300 million to \$6 billion)
- Demo product suite to CFOs and controllers that consist of accounts payable, prepaid & accruals, fixed assets, approval workflow, vendor management, invoice capture with OCR, and bill pay.
- Self-source opportunities and work with the business development team to generate new opportunities.
- Top performer on AE outbound team in 2020

Business Development Representative // BankTEL, an AvidXchange Company 06/2020 - 08/2020

- Prospect and call on net new banks and credit unions
- Set discovery calls with key stakeholders: CFO, Controller, and AP manager
- Tools used: Zoom info, Chili Piper, SalesLoft, LinkedIn Nav, Salesforce
- 60 calls per day. 12 qualified meetings booked per month.

Account Executive // Atlas RFID Solutions Store, LLC

01/2017 - 06/2020

- RFID hardware and middleware sales
- Self source opportunities and work deals from inbound lead to close
- Tools used: HubSpot, Help scout, Olark
- Resell Clear Stream middleware to integrate RFID data with ERP systems