### Nina R. Maxberry

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**Skills Summary**

Technical

* Front End Development/Design: Languages: HTML, CSS, JavaScript, Bootstrap,
* Back End Development: Python/SQL
* CRM Database (Salesforce, Siebel)
* Team member for corporate and church in software selection based on needs analysis

Soft Skills

* Relationship Builder
* Customer Collaborator
* Sales Negotiator
* Troubleshooter

**Projects**

* Python/SQL – Examined three areas from College Score Card data to determine if a specific region contributed to the national student loan crisis
* Front End– Youth Foundation Website introducing public to the foundation. Utilized HTML, CSS, JavaScript, and Bootstrap. Users could hover over links to receive more program information, receive a thank you for volunteering and an opportunity to email the foundation directly.
* Yycylym.org (archived) - Created, managed and updated foundation WordPress website. Added additional pages (i.e. foundation activities, and news releases), uploaded photos and added online donation area.

**WORK EXPERIENCE**

**Kohl’s 2018 – 2019**

**POS**

* Received 100% customer service satisfaction on survey results
* Successfully engaged customers with applying for Kohl’s credit card opportunity

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**MSC Industrial Supply Inc | Quantico Marine Base, VA 2010 – 2017**

**Sales Supervisor (Government Contractor)**

* Led team of four in successfully meeting and/or exceeding $3M - $4M annual company sales goals through client needs product sales/sourcing, inventory management and transactional reconciliation through project management
* Analyzed existing business processes and workflows to identify current method of operation and developed new operating processes and procedures by developing a gap-analysis between current state and desired future state resulting in 20% growth
* Developed dashboard analyzing supplier/vendor contract agreements against performance
* Successfully led team in exceeding $4M annual sales goal one month prior to FYE17
* Increased sales by 37% in first year of responsibility by identifying products essential to the customer while meeting “mission critical” requirements
* Average annual growth of 16% over seven years through sourcing/relationship building/team mentoring and relationship building with all stakeholders

**Barnes Distribution (ISO: 9001:2000) | Home Office - 2008 – 2010**

**Business Development Specialist/Account Manager**

* Leveraged the use of the 5S methodology of Continuous Improvement to reduce costs, shorten cycle times, and improve process efficiency
* Analyzed customer purchase history to identify opportunities for efficiency and leveraged that data to develop client presentations identifying cost savings opportunities reducing total supply spend from 5% to 60%
* Managed all aspects of the product implementation with cradle to grave process with the installation team
* Assisted accounting with account receivables, as needed

**Accomplishments**

* Retained 90% existing accounts through incremental growth and managing relationships through pipeline management

**G&K Services, Inc. | Fredericksburg, VA** **2004 – 2008**

**Territory Sales Representative/Account Manager**

* Designed, developed and delivered presentations focused on developing and retaining new clients purchasing service contracts for uniform rentals
* Analyzed, reviewed and re-negotiated 5-7-year contracts for existing customers and achieved an 85% closure rate on the renewals
* Installation leader of 10+ which included project oversight, milestone development, and quality improvements to ensure product was delivered and received as ordered
* Trainer of new sales representatives

**Sales Development Coordinator 2004 – 2006**

* Implemented Customer Relationship Management (CRM) usage modifications to ensure correct data was captured and presented to sales team
* Developed presentations for outside sales employees
* Project Manager of workshops including site selection, registration, event planning and content offering
* Developed and maintained technical training manual for new sales staff

**Education**

Code Louisville 2019

Python/SQL Certificate

Code Louisville 2019

Front End Web Development Certificate

National Louis University | McLean, Virginia

B.S., Administration, Candidate

All core degree requirements completed

**Courses/Certifications**

Lean Manufacturing 2018

Kentuckiana Works

Situational Leadership II Course 2017

Ken Blanchard Companies