

# PETER G. GARNER

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## MBA Finance & Engineer

Business Development | Salesforce.com | Business Analysis

### EDUCATION

*Lehigh University, Bethlehem, PA*

**MBA with a concentration in Finance**

Graduated: **May 2012; GPA 3.6**

*University Of Hartford, West Hartford, CT*

**B.S. Audio Engineering**

Graduated: **Dec. 2003** Dean's List

#### Related Coursework

- Advanced corporate finance topics including: *performance evaluation, financial planning, capital expenditure analysis, business valuation, and cost of capital.*
- Developed company valuation models in Excel consisting of *pro forma financial statements, financial metrics, and sensitivity analysis.*
- Strategic Management including: *internal and external environmental analysis, business-level strategy, and corporate strategy.*

### PROFESSIONAL EXPERIENCE

**Capgemini** Bridgewater, NJ

*Senior Salesforce Consultant at J&J SMA*

2013 to Present

- Work with multiple J&J operating companies to provide Salesforce.com solutions that meet unique requirements established by the business.
- Develop an agenda and run requirements gathering sessions with business users and IT stakeholders. This includes gaining an understanding of the business processes as well as making recommendations to the business on best practices.
- Create required project documentation such as URS and FR documents that are aligned with the J&J SDLC process.
- On an ongoing basis through the life of a project, act as a liaison between the offshore technical team and the onsite business stakeholders. This includes clarifying business requirements from a technical perspective, and running conference room pilots to demo the progress of project as the technical team meets key milestones.
- Perform data migration activities through the use of Apex Data Loader.
- Assist technical team with ERP integration, including communicating business needs and developing appropriate documentation and technical diagrams.
- Possess strong admin skills including SFDC configuration, formulas, workflows, reports & dashboards, and strong data skills.

**Construction Specialties, Inc.** Lebanon, NJ

*CRM Business Analyst (Salesforce)*

2012 to 2013

- Performed general Salesforce.com admin activities including general configuration, maintaining user accounts, record types, page layouts, and dashboards & reports.
- Engaged SBUs to develop new business processes and gather business requirements to ensure the salesforce CRM is successfully implemented across the organization.
- Maintained clean data set for both migrated data and user entered data using a variety of tools.

*Configurator Specialist*

2007 to 2012

- Successfully analyzed operational costs and procedures to assure consistently accurate pricing output for quoting software.

- Managed the system configuration software with new products using rules-based development tools and proactively maintained corresponding SQL databases.
- Supported users in Sales and Manufacturing who rely primarily on configuration software to perform their jobs.

*Regional Sales Manager*

2004 to 2007

- Maintained quoted jobs and booked work to consistently meet or exceed monthly and annual sales quotas.
- Promoted products by persuasively delivering presentations to architectural firms and worked with architects to manage product design for specific building requirements.

## **SKILLS**

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**Computer Skills:** Salesforce.com Certified Administrator, Data Loader, Demand Tools, Autocad, PC and Macintosh hardware & peripherals.

**Advanced Excel Knowledge:** Macros, Pivot Tables, histograms, Monte Carlo simulations through @Risk add-on, de-duping, lookup functions, advanced formulae, and charting.

**Experienced with** VBA, HTML, and SQL Server Enterprise Manager

**Soft Skills:** Problem solving, analytical, excellent written and verbal skills, project management, corporate strategy, client management, data hierarchies and relationship building

**Personal Interests:** Stocks, Business Journals, Tech, Entrepreneurship, Health & Fitness