

Robert Sporman

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Goal orientated Full Stack developer with a background in sales. Analytical and creative thinker with excellent time management and written and verbal communication. Certification of Full Stack Development from Rutgers University.

TECHNICAL SKILLS

Frontend: HTML, CSS, ReactJS, JavaScript, jQuery, AJAX, Bootstrap

Backend: MySQL, MongoDB, Express, NodeJS, Handlebars

Other: Visual Studio Code, SQL, MySQL Database, Tracker CRM, Bullhorn CRM, Dynamics CRM, Microsoft AX, IOS, Windows, OneNote, Word, Power Point, Excel, Publisher, Social Networking and Mac

WORK EXPERIENCE

Talon Professional Services, Jersey City, NJ

March 2020- March 2020

Account Executive

- Identified and developed new IT staffing business opportunities via email, LinkedIn, and phone outreach.
- Presented company to potential clients. Ran sales cycle from researching prospects to cold calling, in-person meetings, pitching, consulting, negotiating, and closing deals.

SHI International, Somerset, NJ

March 2015 – February 2020

Account Manager

- Managed software and hardware procurement for over 35 accounts globally including Enterprise, Commercial, Pharmaceutical and Healthcare accounts. Utilized Microsoft CRM for prospecting clients and building customer data.
- Lead cross-functional efforts for Business Development. Ensured accurate order entries, order statuses, sourcing products, quotes, return management, and reporting for all accounts while providing world class service.
- Responsible for dynamic face-to-face interactions with both potential and existing customers, while monitoring the company's industry competitors, new products, and market conditions to provide better solutions that met a customer's specific needs.
- Responsible for the training of five new hires enabling them to become experts on their customer accounts; Trained new hires on customer's mark ups, account specifics, and problem-solving techniques.
- Worked with multiple vendors to compile RFP's to increase sales, promote growth, and drive new business.
- Tracked SHI and client balances, payables, and sales projections with internal accounting partners, vendors, and customers.
- Recognized as the #1 Account Manager (out of ~75 Account Managers) in customer software renewals in 2017.

EDUCATION

Rutgers University, New Brunswick, NJ

November 2020

Full Stack Development certification

Centenary University, Hackettstown, NJ

May 2013

Bachelor's Degree - Business Management with a Sports Management concentration