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