

# SEAN SCULL

## Software Developer / Systems Engineer

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Teachable, organized, and enthusiastic entry level SRE/DevOps Engineer, Software Developer. Strengths in customer satisfaction, retention, and building new contacts. Committed to exceeding expectations.

### CERTIFICATIONS / EDUCATION

#### AWS Certification

- **Solutions Architect-SAA-C02**  
Validation Number: DNNRTKB1SMRQ1R5V

#### Southern Careers Institute Powered by: "WozU"

- **Full Stack Software Development**

### SKILLS

- ▽ HTML | JavaScript (JS) | CSS | Bootstrap | Angular Material | React | Responsive Web Design | WordPress
- ▽ Java | NoSQL | MySQL | SQL server | Mongo db | Express | API | DynamoDB | PHP | JSON
- ▽ AWS | IAM | S3 | EC2 | NLB | ALB | NACL | EFS | VPC | ECS | EMR Elastic Transcoder | ElastiCache | Network Gateways | Cloudfront | Cloud Formation | Cloud Watch | Elastic Beanstalk | CloudHSM | Cloud Trail | Lambda | Data Migration | Direct Connect | VPN | EBS | RDS | Route 53 | SNS | SWF | SQS | EIP
- ▽ Social Media Management | Repository Pattern | Acculynx | Troubleshooting with Mac OSX and Windows | Visual Studio Code | Git | GitHub | Slack | Agile Methodologies | Scrum methodologies | Salesforce

### WORK HISTORY

#### Newfound Hope – Director of Business Development (Startup/Sales)

January 2022 – May 2022

- ▽ Lead a team and regional strategy to grow Newfound Hope's TOTAL customer base by ~200% in a single quarter, Q1-2022. "Average Daily Census" increased from 58 to 121.
- ▽ Executed digital strategy i.e., PPC, GMB, SEO, etc.
- ▽ Successfully built a reputation/brand in the community to gain access and develop company's accounts and relationships.
- ▽ Created Company Guidelines
- ▽ Created admissions and business development reports by collecting, analyzing, and summarizing data and trends using CRM (Salesforce) and live updates from self-created Spreadsheets.
- ▽ Set KPI standards for BD team to maintain high level production, and accountability. Completed reports weekly, monthly, and quarterly to help make informed decisions about staffing, growth, inventory, sales, and marketing.

#### Summit Behavioral Health / Canyon Vista Recovery Center

##### Business Development Representative (Sales)

February 2021 – August 2021

- ▽ Largely sales lead role; built new relationships outside of Arizona to further company referrals in other markets.
- ▽ Single point of contact for Discovery behavioral health in Arizona.
- ▽ Provided in depth information for Discovery Behavioral Health's vastly different modalities for facilities across the country.

#### Soul Surgery – Business Development Representative (Sales)

March 2018 – March 2020

- ▽ Top sales representative for Soul Surgery for 2 years.
- ▽ Brought in an average \$1M+ each year. Achieved stretch performance 2018 and 2019, outperforming revenue average for both company and industry.
- ▽ Built strong long-lasting relationships within industry.

#### Peak Recovery – Admissions Coordinator

September 2015 – March 2018

- ▽ Leading admissions performer for 3 years.
- ▽ Sustained high KPI's.