

JOSEPH PARK

Joseph.M.Park@utexas.edu
(832) 525-5051

EXPERIENCE

UiPath – Associate RPA Business Analyst

November 2020 – Present

- Leads process discovery as part of a cross-functional team within the UiPath professional services organization to unearth clients' implementation needs and ensure developers are understanding business users' needs
- Converts business use cases into detailed technical process design documentation for further developer work and QA testing before go-live production of UiPath deployments
- Evangelizes the UiPath product suite to clients by making workflow process recommendations for truly scalable enterprise automation solutions across different company departments

UiPath – Enterprise Development Representative (EDR)

April 2020 – November 2020

- Proactively supported senior account executives by reducing their prospecting workload by 60%
- Launched strategic outbound sales campaigns to generate net new sales opportunities that led to capturing new logos from competitors
- Mentored incoming SDRs and led initiatives to discover incoming SDRs' needs and created a comprehensive training program to address gaps in training

UiPath – Sales Development Representative (SDR)

April 2019 – April 2020

- Generated over \$5million in pipeline generation for the UiPath inside and enterprise sales teams
- Acted as the intermediary between marketing and sales by actioning market generated leads
- Became a UiPath product subject matter expert for team members to lean on as a consultant

Flahive, Ogden & Latson – Legal Briefer

June 2017 – August 2017

- Reduced attorneys' workloads by 50% through synthesizing case files into easily readable case summaries

Texas State Legislature District Office for Rep. Dustin Burrows – Office Intern

August 2015 – December 2015

- Analyzed voting records data to validate hypotheses of systemic bias against bills authored by Rep. Burrows
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COMMUNITY INVOLVEMENT, LEADERSHIP EXPERIENCE, AND ACTIVITIES

S.E.A.L. (Students Expanding Austin Literacy) – Co-Founder and Financial Director

Spring 2015 – Spring 2017

- Co-founded a non-profit student organization to combat child illiteracy rates in the Austin, Texas area
- Successfully managed an organization that grew from 5 members to over 50 members in less than a year
- Dictated monetary spending policies that created a surplus of funds for the S.E.A.L. leadership team

UT Liberal Arts Honors Program – Member

Fall 2014 – Fall 2015

- Participated in the Liberal Arts Honors Envision Austin competition that led to the creation of S.E.A.L.
 - Initiated a task force to increase awareness of local Austin issues and student participation for local outreach efforts
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HONORS

- Envision Austin Award: An award for the best non-profit student organization start up (S.E.A.L.)

Spring 2015

- Pinto – Carver Writing Award: Granted to 1 student out of 300 for outstanding writing skills

Fall 2014

TOOLS

- Proficient in Microsoft Office family of products, Salesforce, LinkedIn Sales Navigator, TechTarget, and Zoominfo
- Beginner proficiency with C#, JavaScript, JQuery, HTML, CSS, Git Bash, Github, and UiPath suite of products

EDUCATION

The University of Texas at Austin

B.A. Economics

May 2018

B.A. Political Science