

ANDREW GABBARD

CONTACT INFORMATION

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PERSONAL PROFILE

I am a gregarious business professional with 10 years experience across e-commerce, SaaS, insurance, & retail. I excel in collaborative, cross-functional teams.

CORE COMPETENCIES

- Enterprise Solutions & Sales
- Consulting & Presenting
- Account Management
- Leading & Mentoring
- Product Management
- Personnel Management

SOFTWARE SKILLS

Development:

HTML - CSS - JavaScript - jQuery
React.js - Express.js - Bootstrap
Materialize - Github - Git - JSON
MongoDB - Heroku - Firebase
MVC - APIs - AJAX - MySQL
ORM - User Authentication

Usage:

Salesforce - Oracle - JIRA
QuickBooks - most ERP and e-commerce platforms

EXPERIENCE

Catalina Transportation - Tucson, AZ

(April 2020-Present)

IT, Dispatch, & Payroll Support

- Provide IT, administrative, & accounting support for office staff during daily operations.
- Computer software & hardware troubleshooting.
- Coordinate & dispatch drivers for daily transfers.
- Data entry & phone support.
- Payroll & accounting using QuickBooks.

ShippingEasy - Austin, TX

(2014 - 2017 and April 2018 - September 2019)

Team Lead, Solutions Engineer, Sales Engineer

- Played an integral role in evolving ShippingEasy to an exit of \$55M - acquired by Stamps.com.
- Led a team of 4 Sales Engineers responsible for over \$1M in MRR with retention rates of < 2%.
- Drove product adoption by designing a unique & consultative training program.
- Recognized as a utility player who could help any team, task, or project.

Marsh & McLennan Companies - Austin, TX

(October 2011 - April 2014)

Team Lead, Certificates of Insurance

- Coached & mentored 11 COI specialists responsible for servicing certificates for 500+ enterprise & Fortune 500 clients.
- High achieving team - regularly produced 100% quality scorecards.
- Continuously improved both internal & external resource sites for certificate production.
- Preferred mentor & coach for new recruits.

EDUCATION

University of Arizona - May 2021

Certificate - Full Stack Web Development

Northern Arizona University - May 2010

BSBA - Management