

Andrew Dufresne

Broomfield, CO 80020

adufresplatinum@gmail.com

3098077099

Andrew Dufresne

Java/JavaEE software engineer with excellent business acumen and a proven history of productivity and efficiency in all positions. Friendly and dynamic with the natural ability to build key relationships through communication, teamwork and leadership skills. Ability to both lead and work in a motivated team setting to execute opportunities and close projects in fast-paced environments with tight deadlines.

Authorized to work in the US for any employer

Work Experience

Owner

Dufresne Consulting Group - Denver, CO

June 2013 to March 2018

- Analyzed industry trends and compiled market research data to make informed plans based on the needs of clients.
- Managed buying and selling of goods online via third-party sales venues such as eBay and Amazon.
- Prospected to obtain new accounts while maintaining relationships with existing accounts.
- Researched public perception of products and services and use information gathered to guide strategy development.

Agent

Farmers Insurance Group - Morton, IL

May 2015 to June 2016

- Met with 10-15 existing and prospective clients each week to select appropriate insurance policies.
- Calculated quotes and educated potential clients on insurance options.
- Tracked the progress of all outstanding insurance claims.
- Implemented business plans to improve customer relationships.
- Developed new business opportunities by effectively communicating product lines.
- Researched clients' insurance needs and goals to offer appropriate solutions.
- Developed comparison tables of products and services by researching product pricing, ratings and performance.

Corporal of Marines

United States Marine Corps - Camp Pendleton, CA

September 2010 to September 2014

- Supervised all communication functions supporting a company of 200 Marines and Sailors, including equipment instruction.
- Prepared weekly, monthly, and quarterly operations reports for command superiors regarding various entities.
- Accounted for more than \$3 million in regulated and sensitive hardware.

- Conducted weekly inventories for sensitive material with 0% errors.
- Revised, coordinated and implemented 1st Marine Regiment's formal schooling policies to allow for the professional development of over 1000 Marines and Sailors

Education

Java Full Stack Development

Skill Distillery - Denver, CO

February 2018 to June 2018

Associate of Applied Science in Automotive Engineering

Lincoln College of Technology - Denver, CO

Skills

Java (Less than 1 year)

Links

<https://github.com/addufres>

<https://www.linkedin.com/in/andrew-dufresne-7241a4103/>

Military Service

Branch: United States Marine Corps

Service Country: United States

Rank: Corporal

September 2010 to September 2014

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Additional Information

- Research sales leads
- Strong Communication Skills
- Active Listening Skills
- Highest Level of Integrity
- Professional Customer Interactions
- Strong Interpersonal Skills

- Compelling Leadership Ability
- Excellent Time Management