Christopher J. Browning

linkedin.com/in/christopherbrowning

*Professional Profile*

Online marketing expert offering proven abilities to implement high levels of financial growth and increase client satisfaction through deep consumer insight, strong partnership, and excellent consumer relations.

***Areas of Expertise***

|  |  |
| --- | --- |
| Sales & Marketing Strategies  Consultative Sales  Closing and Negotiation  Technical Proficiency  Market Foresight & Assessment | Transformational Leadership  Verbal & Written Communication  Technical & Systems Knowledge  Personal/Team Development  Consumer Advocacy |

***Professional Experience***

* **Career & Confidence Coach for Men & Internet Marketing Coach**

*Christopher Browning coaching*

(Eugene, OR 2010-present)

* Most successful sales producer for Coffee Shop Millionaire Coaching, delivering a 20% closing rate on services ranging from $400 to $600 per month
* Highest rated coach determined by likability and shortest average time to profits (~ 3 months)
* Achieved a 600% increase in online membership and generated a $16K monthly increase in revenue for Free Agent Academy
* Developed “Career Control,” the first career acceleration workshop for men.
* **Website Consultant and Creator and development specialist**

*TWO STEP CONSULTING LLC*

(Hillsboro, or 2003-2010)

* Executed creativity, strong technical command, and marketing insight through construction of websites guaranteed to increase profit
* Partnered with small to medium sized businesses to assess and diagnose specific needs
* Redesigned UI and database for findmeagift.com, resulting in decreased page loading by 50% and increased average viewer time on site by 2 minutes; Improved sales from $0.8M to $1.5M.
* ChrisBrowning.com positioned as America’s #1 Online Career Coach for Men in less than 6 months
* **Software Engineer Level III / R&D Webmaster / DBA**

*McAfee antivirus*

*(* Beaverton, or 2000-2003)

* Coordinated international development of “Webshield e500 ASAP”. Finished 10% under budget. Group received US patent for “SecureBeat”.

**90 W Myoak**

**Eugene, OR 97404**

**503-720-3050**

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***Client Testimonials***

“I went from no traffic to $15,000/month in online sales in one quarter with his help. And here's the funny thing ... I consider myself an Internet Marketing coach to my entrepreneur clients. Chris is a coach's coach, always prompt, personable and a pleasure to work with too.”

**Dike Drummond MD**

**TheHappyMD.com**

**Seattle Washington**

“Within the first few hours of talking to him I already felt better, and felt like I could focus and accomplish something . . . As a result of working with Christopher for only a few days, I landed a key contract . . . His expertise and integrity are top notch are worth his weight in gold.”

**Zane Miller  
CEO of Infospring Media  
Salt Lake City, Utah**

“Christopher has the amazing ability to understand and see where you are coming from. *I could swear he has psychic abilities*…but it’s his gift. I knew immediately from our consultation call that I had to work with him and he came through as he said he would.”

**Sandy Zuniga**

**Owner of Peak Assist  
Colorado Spring, Colorado**

* Led web-subgroup of the #1 selling B2B antivirus program between 2002-2004, “VirusScreen ASAP,” securing approx. $6M in sales
* Globally trained executives, sales representatives, and support technicians on appliance capabilities. First field-level engineer invited to collaborate with sales department on exploring new market opportunities.
* **Web Application Developer / Educator** *COLLINS ROCKWELL*

(cedar rapids, ia 1999)

* Constructed first web-based repair parts tracking system for the defense contractor. Reduced repair time by 20-30% and increased revenue by ~$2.6 million per year.
* Collaborated closely with clients to ensure satisfaction and requirement fulfillment
* Delivered completed product 3 weeks early

***Technical Proficiencies***

MS Office Suite, Adobe PDF, WordPress, Word, Excel, PowerPoint, Windows (Vista, 7), Mac, Dreamweaver, MySQL Administrator, MySQL Query Browser, PhotoShop CS2, ACT!, PHP, ASP, VB, Javascript, VBscript, SQL, T-SQL, CSS, XML, C, C++, HTML, MySQL 4/5, MS SQL 7.0/2000, Access, Windows (XP, Vista), Linux (Red Hat), UNIX (Solaris)

***Education***

***Master’s in Business Administration, Marketing Emphasis***, 2007

UNIVERSITY OF PHOENIX, Business School, Hillsboro Oregon Extension Campus

***Bachelors of Science in Mathematics,*** 1997

***Bachelors of Science in Computer Information Science***, 1997

UNIVERSITY OF OREGON, College of Liberal Arts, Eugene Oregon

**Additional Training:**

Gloria Starr’s Executive Finishing School, DiSC Personality Assessment, Strengths Finder 2.0, Myers Briggs Type Indicator (MBTI)

***Professional Affiliations***

* ***ppdxMindShare***
* ***SSoftware Assoc. of Oregon***
* ***AAlumni Assoc. of Japan Exchange Teachers Program***
* ***PPresto Velo Member  
  semi-Pro Bicycling Race Club***

“Christopher handled the fast pace and difficult time line with poise. He demonstrated diligence when customizing large amounts of third party code. He learned new technologies quickly and . . . was willing to put in extra time and effort to meet deadline and communicated well other team members and vendors.”

**Ben McCall**

**Managing Director at Iogo, Inc**

**St. Louis, Missouri**

“In many instances of using career tools over the years [that never worked], Christopher made one of the best connections to actionable results I’ve experienced . . . . It was ideal. We completed exactly what I needed.”

**Rob Dunlap**

**Project Manager**

**UOP: A Honeywell Company  
Denver, Colorado**

“In the short time we have worked together, my sales have increased, my clients are happier and I’m more productive. He will produce results.”

**John Murphy  
stupidcreatures.com  
Asheville, North Carolina**

“I have known Christopher for 5 years. Christopher has a sharp business mind. I have had him help me with my Insurance agency. Even though he has no insurance background he was able to understand my needs and help with my marketing plans. Christopher has excellent social skills and is comfortable in any social situation. He is an intelligent, outgoing extraverted person. He would be an asset to any company.”

**Paul Toufar**

**Farmers Insurance**

**Portland, Oregon**