

# AJ Sheehan

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## **Objective:**

Dedicated software developer looking to utilize experience managing high performing teams, problem solving skills, and technical skills to transition from the sales and management world to software development with the end goal of eventually managing a team of developers.

## **Technologies:**

.NET Framework (C#)  
JavaScript  
Microsoft Office  
Bootstrap

HTML  
CSS  
XML  
GIT & GitHub

## **Professional Skills:**

Project Management  
Problem Solving Skills  
Critical Thinking  
Adaptability

Leadership  
Employee Development  
Customer Success  
Desire To Learn

## **Education:**

**Eleven Fifty Academy**  
Software Development Immersive  
Bootcamp  
July 2020 - September 2020

**Indiana University**  
Bachelors of Science  
August 2006 - May 2010

## **Certifications:**

**Certified Associate in Project Management**, Project Management Institute **2020**

**Certified Scrum Master**, Scrum Alliance **2020**

## **Professional History:**

**Account Executive, Marketing Cloud** Salesforce, Indianapolis, IN **04/2019 - 01/2020**

- Top 15% quota performance, FY'20
- 100% retention of owned accounts

**Account Executive, Greenlight Guru**, Indianapolis, IN **02/2018 - 04/2019**

- Consulted with Medical Device companies to automate quality processes and streamline compliance. Converted 25% of leads to signed contracts.

- Achieved personal ACV 47% above ACV company average.
- Led sales team to #1 team Ranking as Team Lead - Q1 2019

**Branch Manager**, Enterprise Rent A Car, Indianapolis, IN

**01/2012 - 02/2018**

- Designed and developed processes to grow business in four core areas: employee development, fleet growth, branch profitability, and customer service.
- #3 Ranking on Enterprise Airport Worldwide Balance Analysis FY'16
- 48% YOY fleet growth
- 50+ employees promoted to management

### **Projects:**

#### **Music Rater App**

<https://github.com/ajsheehan1/MusicRater>

- Utilized .NET Framework WebAPI, SQL, HTML, and CSS to build an App that rates Artists, Songs, and Albums.

#### **War Card Game Console App**

<https://github.com/ajsheehan1/WarGame>

- Utilizing .NET Framework, built a console app that simulates the card game War. This was done as a pair programming project in a 48 hour timespan.