

## Andrew Murphy

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### EDUCATION

**University of California, Irvine, The Paul Merage School of Business, Irvine, CA** **06/2025**  
Master of Business Administration

**University of Michigan, Ann Arbor, MI** **06/2015**  
Bachelor of Arts in Philosophy, Politics and Economics (PPE) and Spanish

### EXPERIENCE

**SMARTRECRUITERS, INC., Remote** **02/2021-07/2022**  
**Solutions Consultant – Commercial North America (06/21-07/22)**

- Conducted prospect discovery calls uncovering current Applicant Tracking System pain points and desired hiring goals, delivered highly tailored demonstrations, and assisted in final deal discussions with IT and Talent Acquisition leaders to achieve business and technical wins for new customers, resulting in a 12% growth quarterly for Commercial North America in FY 21-22.
- Designed and built custom solutions highlighting additional automation capabilities leveraging SmartRecruiters APIs to several large prospects; presented a branded, user-friendly web form for one prospective customer's hiring managers to create job requisitions, a must-have for the deal.

**Solutions Analyst (02/2021 – 05/2021)**

- Managed coordination and timely completion of all North America and Asia Pacific region Requests for Proposal, Request for Information, and Security Questionnaires.
- Acted as internal administrator for Loopio RFP software, maintaining and updating library question responses, and leading internal enablement sessions, ultimately reducing average completion from 10 to 7 business days.

**ITERABLE, INC., New York, NY** **04/2019-08/2019**

**Business Consultant**

- Managed implementation projects for new Iterable clients, coordinating and consulting with each client's marketing and engineering teams to ensure seamless integration of Iterable tech stack, driving increased adoption and a 100 % on-time go-live rate.
- Utilized understanding of clients' consumer behavior to create automated workflows based on clients' marketing goals, consumer data and industry standards to allow clients to increase engagement from existing customers.
- Consulted with client engineers to achieve desired customer data schema and data flow into and out of Iterable allowing customers to leverage data to better personalize marketing campaigns, ultimately driving engagement in marketing campaigns.

**SMARTRECRUITERS, INC., San Francisco, CA** **03/2016-03/2019**

**Implementation Consultant**

- Scaled SmartRecruiters' high-velocity implementation approach by optimizing training program and reducing headcount from 5 to 1 consultant, increasing successful on-time launches in FY '19-20 while also freeing up other consultants to specialize in large-scale implementations.

### ADDITIONAL INFORMATION

- Certifications: Full Stack Web Developer (Case Western Reserve Bootcamp), MERN stack
- Interests and hobbies: Music (DJ, Guitar, Piano and Singing), Golf, Fatherhood, and languages (Hebrew and Spanish)