# Travis Lee Brown

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## Objective

To be a part of a company that has the same passion as I do, but more importantly investing in the lives of those around me. Highly organized individual with excellent communication skills and a Business/Sales background as well as a Full-Stack Web Development certification. I hope to bring my sales experience and business background into a great company in the near future.

## Personal Summary

➢ Business/Software Development background marked by various leadership, mentor, and manager roles and positions
➢ Sales Manager background with experience in Marketing/IT
➢ Respected leader and individual that grew that sales of a startup company to $55mm
➢ 10+ Seasons of Football Coaching Experience (College/HS)
➢ Taking pride in building relationships with people and investing in their success first

## Work Profile

**Business Development Manager,** *Prairie Mechanical Corp,* Omaha, NE

(Feb 2022-Present)
- Generate new business leads through cold calling and existing customer connections
- Develop meaningful relationships with customers by coordinating company events/lunches to deepen their trust with the company
- Estimate and develop proposals for new preventative maintenance contracts, review and renew existing contracts annually
- Sales: $338,000 in 2022, $437,000 in 2023 new contracts (Sales goal of $225,000)
- Retention Rate: 97% retention rate (best in company history)

**Full-Stack Developer,** *Rapier Technology Group (RTG),* Omaha, NE

(Jan 2021-Feb 2022)
- Responsible for managing nine software programmers with the company's current United States contracts & future projects
- Managing the development of multiple IOS/Android apps such as Ricochet/Ever24/Takeoff that are currently being deployed & contracted with public and private sectors

**Assistant WR's Coach,** *Abilene Christian University (DI-FCS),* Abilene, TX

(May 2018-Jan 2021)
- Full-time assistant WR's football coach
- Experience using: Visio, Excel, Word, PowerPoint, and Hudl

**Midwest Sales Manager/Marketing Director,** *Express Distribution,* Omaha, NE

(May 2012-May 2018)
- Responsible for sales at Express, grew the company's sales to $55mm over a 2.5 year span
- Expanded the company's sales territories into two additional states (IA/SD)
- Managed sales teams at two different branches (Omaha/Yankton)
- Managed 9 sales reps in three states (NE/IA/SD)

# Education

**Bachelor of Business Administration (BBA)**
*Hastings College*, Hastings, NE (GPA 3.53; Dean's List 2010-2012)

- Experience using Microsoft Word, Excel and Powerpoint in a business setting
- Lead and directed many focus groups and projects using strategic problem solving
- Conducted and lead many presentations/speeches on various projects
- Partook in Strategic Leadership specific courses, furthering knowledge and understanding of effective leadership
- Member of Professional Business Leaders of America (3 years)
- Member of Omicron Delta Epsilon (ODE) Economic Society (2 years)

**Full-Stack Developer Certification**
*University of Kansas*, Lawrence, KS (GPA 4.0)

- Skills learned: *HTML *CSS *Javascript *React.js *jQuery *Responsive Design *Bootstrap *Handlebars *Firebase *Cookies/Local Storage *API's (Server & 3rd Party) *Heroku *Git *MySQL *MongoDB *Node.js *User Authentication *SEO *Semantic HTML *Express *Security/Session Storage *MERN Stack

**High School Diploma (2008)**
*Archbishop Bergan High School*, Fremont, NE (GPA 3.8)

# Technical Skills & Proficiencies

- Experience in many Microsoft products, including Excel, Powerpoint, Word, Teams, OneNote, Publisher
- Adobe Acrobat DC, Photoshop, After Effects, Premiere Pro, Lightroom
- Salesforce CRM (Sales Manager Oversight)
- Coding: *HTML *CSS *Javascript *React.js  *jQuery *Responsive Design *Bootstrap *Handlebars *Firebase *Cookies/Local Storage *API's (Server & 3rd Party) *Heroku *Git *MySQL *GraphQL *MongoDB *Node.js *NPM *User Authentication *SEO *Semantic HTML *Express *Security/Session Storage *MERN Stack *Google API * ORM *OOP *MVC *Bulma CSS *AWS Services (S3) *Material UI

:https://www.linkedin.com/in/travis-brown-97478a154/

: https://github.com/bergannation

**My Portfolio: https://www.tlbportfolio.com**

Project 1: https://bergannation.github.io/KU-CBC-Project-1-Delivery-Done-Right/
Javascript/CSS/HTML/Jquery/API's

Project 2: https://github.com/bergannation/KU_BootCamp_Project2
Javascript/Heroku/Node/Handlebars/MySQL/Bulma/JQuery/AWS S3

Project 3: https://github.com/japinell/KU-CBC-Project-3-WMS

React/Javascript/Heroku/Node/MongoDB/MaterialUI