Brandon Buhr

**Inside Sales Representative | Freelance Web Developer**

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**Professional Summary**

Results-driven sales professional and freelance web developer with proven expertise in generating new business and delivering tailored digital solutions. Adept at managing the full sales cycle, leveraging technical skills in React, Next.js, and modern web development to address diverse client needs.

**Professional Experience**

**Schneider** | **Green Bay, Wisconsin | January 2025 - Present**

**Inside Sales Representative**

* Execute high-volume cold calling and email campaigns to proactively identify, qualify, and cultivate new business opportunities, consistently driving expansion of the sales pipeline.
* Strategically manage a diverse pipeline of prospects, expertly guiding leads through the sales cycle from initial outreach to successful closing.
* Develop and present tailored pricing proposals, leveraging cross-functional collaboration with operations and transportation teams to negotiate competitive transportation solutions.
* Utilize transportation management systems (TMS) and CRM software to track customer interactions, accurately forecast sales activities, and ensure seamless end-to-end service delivery.

**Self-Employed | Remote | July 2024 - Present**

**Freelance Web Developer|** [**Portfolio**](https://brandonbuhrdev.com/)

* Design and develop responsive, interactive web applications using React, JavaScript, and TypeScript, ensuring seamless user experiences across desktop and mobile platforms.
* Collaborate with clients to translate business requirements into scalable, production-ready solutions utilizing modern frameworks such as Next.js and Tailwind CSS.
* Implement clean, maintainable, and accessible front-end code with HTML, CSS, and industry best practices, optimizing website performance and load times.

**Frontend Simplified | Remote | July 2024 - December 2024**

**Frontend Developer & Support Staff**

* Selected as peer mentor after achieving top 5% performance in cohort, providing debugging support and code reviews for 20+ students across React and Next.js projects.
* Created and led workshops on modern frontend optimization techniques, helping students improve their portfolio project load times.
* Developed comprehensive learning resources for React component architecture and TypeScript, helping students with their coding projects.

**Cellular Sales | Green Bay, Wisconsin | March 2022 - May 2024**

**Sales Representative**

* Guided customers in selecting and purchasing mobile devices, plans, and accessories to consistently exceed sales targets.
* Diagnosed and resolved phone, software, and account-related issues to maximize customer satisfaction.
* Managed account setup, billing inquiries, and plan changes using OMNI and RQ software.

**Technical Skills**

* Sales Pipeline Management
* Cold Calling & Prospecting
* CRM & TMS Software (e.g., MasterMind, OMNI, RQ)
* Business Development & Negotiation
* Account Management
* JavaScript, TypeScript, HTML5, CSS3
* React, Next.js, Tailwind CSS
* Front-End Architecture
* UI/UX Best Practices
* Responsive Web Design
* Cross-Functional Collaboration

**Education**

**Frontend Engineering Bootcamp |** [**Certificate**](https://imgur.com/a/jWSHbjO) **| July 2024 - December 2024**

**Frontend Simplified**

**Software Development Course |** [**Certificate**](https://imgur.com/a/95aSlHO) **| May 2024 - August 2024**

**CourseCareers**

**Bachelor of Fine Arts in Music Composition and Technology | September 2016 - May 2021**

**University of Wisconsin-Milwaukee**