

## Brian Donovan

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### Education

- James Madison University – Bachelor of Science, Computer Science – May 2025

### Languages and Tools

- Java
- C
- SQL
- Python
- MS Office Suite
- Salesforce

### Skills

- Scrum
- Report Building
- Cross-team Collaboration

### Job Experience

#### **Telos Corporation – Sales Intern, June 2022–August 2022, January 2023**

- Conducted lead account research and gathered information through sales intelligence and market research tools.
- Helped increase team activity by 90% over the same month in previous year and increased monthly average by 71% over past twelve months.
- Participated in a “call blitz” campaign to accelerate prospecting goals and secured a meeting with a target prospect at a \$3.2B company.
- Maintained an average daily call volume of 71 calls/day.

#### **Spotswood Country Club – Server, January 2024–Present**

- Effectively communicate with a diverse clientele, including members, management, and kitchen staff, to ensure smooth service and resolve any issues promptly.
- Demonstrating ability to provide high-quality, personalized service to club members and guests, ensuring a positive and memorable experience.

#### **Sweetwater Tavern – Server, May 2023–August 2023**

- Demonstrated ability to handle high-pressure situations with composure, multitask effectively, and prioritize tasks in a fast-paced restaurant environment.
- Developed strong communication and interpersonal skills, fostering positive relationships with guests, colleagues, and management to promote a welcoming and enjoyable atmosphere.

#### **Lansdowne Golf Club – Outside Service Attendant, April 2021–August 2021**

- Maintained golf cart fleet and prepared cart units for daily operation.
- Cleaned cart maintenance facility and clubhouse.

#### **River Creek Golf Club – Server Assistant, May 2019–August 2019**

- Bar-Back: dining rooms, banquets, and special events.
- Recognized for outstanding customer service.

#### **Potomac Valley Officials Association – Youth Basketball Referee, October 2018–March 2020**

- Refereed for Ashburn Youth, Central Loudoun, and Freedom Station Basketball Leagues.
- Promoted to officiate playoff-level/championship events.

#### **Algonkian Golf Course – Pro Shop Attendant, May 2018–August 2018**

- Transitioned Pro Shop to new cash register and point of sale system.
- Responsible for training staff on the new PGA Tour: “Tee Off” system.

### Awards, Acknowledgments, and Extracurriculars

- Commonwealth Cyber Initiative Scholar, George Mason University, 2022
  - Selected for the NoVa Node Scholar Experiential Learning Program in cybersecurity.
- Student Success Mentor, Mentor Collective – August 2023–Present
- Eagle Scout, Boy Scouts of America – Troop 1158, Ashburn, VA – June 2020
- Residential Learning Community: MadisonBiz (College of Business) – August 2021
- Pi Sigma Epsilon – Delta Rho Chapter – National Business Fraternity – September 2021–Present