

Brock Affholder

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Software Engineer in St. Louis, MO

LaunchCode CodeCamp Student - C# and Python - Client focused software consultant in Sales Engineering and New Business, looking to bring a different perspective to the programming world

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GITHUB [Affholder Github](#) | **LINKEDIN** [Affholder LinkedIn](#)

WORK EXPERIENCE

Technical Solutions Consultant — Streampoint Solutions

New York City, NY

August 2017 - September 2019

- Managed RFP/RFIs for the organization and maintained a content library to increase consistency and efficiency
- of submissions
- Drove point for a single deal that resulted in \$179,000 new business for the company
- Collaborated with project management and development teams to help shape new directions for the solution
- Created data driven strategies to target new prospects , lost opportunities and event leads

Senior Sales Engineer, Mobile Lead — Lanyon

Chicago, IL

May 2015 - April 2017

- Increased 2016 Mobile sales +50%, resulting in 140% achievement to target
- Ranked in the top 25% of the sales team stack ranking in 2015 and 2016
- Optimized standard operating procedures to streamline communications among sales, solutions engineering and implementation teams through Salesforce.com workflows
- Consistently delivered cross functional collaborative projects with key company departments, including:
 - Sales – managed incoming RFP and mobile inquiry process to ensure excellent communication between sales teams and customers resulting in 100% customer satisfaction and increase in Mobile sales during 2016
 - Marketing – created event and trade show strategies designed to optimize sponsorship spend while expanding solution into new logos for the company
 - Training – Led monthly new hire orientation and training to ensure incoming employees are
 - versed on all aspects of theLanyon solution

SKILLS

PROGRAMMING LANGUAGES

- C#
- Python
- SQL
- HTML
- CSS

FRAMEWORKS

- .NET
- Flask

DATABASES

- MySQL
- MongoDB

TOOLS

- Visual Studio
- MAMP

Account Executive, Mobile — Lanyon

Chicago, IL

February 2014 - May 2015

- Achieved 100% of target for securing new business meetings designed to enable the company to enter white space of nonprofit organizations
- Produced \$532k of new business revenue over seven months
- Contributed to the implementation team following the acquisition of GenieConnect (by Lanyon) by transitioning to a project manager with responsibilities for introductory calls/training, app creation, QA testing and management of submissions to app stores
- Designed and implemented staff training for new US project managers to ensure all employees were prepared to adopt the mobile solution and successfully transition to full time project management responsibilities

Online Sales Executive — CareerBuilder

Chicago, IL

February 2013 - February 2014

- Achieved 114% on the year based on a quota just under \$500k
- Piloted a new client prospecting process which resulted in Agility Fuel Solutions growth from \$0 billing to \$39.7k within seven months
- Recognized for a company best practice by developing a sales book breakdown of 4,000+ accounts that highlighted personal strengths and opportunities in order to more strategically approach new business

PROJECT EXPERIENCE

Golf Handicap Calculator

- Designed web application to help everyday golfers track their golf handicap who are not registered with the PGA of America and have access to the PGA's tools
- Built using C#, the application uses an algorithm to adhere to the new handicapping rules of the World Handicapping System

EDUCATION

LaunchCode, CodeCamp Programming Course — 2020

University of Missouri, Columbia, BS, Business — 2010

