

Hello!

I am Travis Magrum, the Ecommerce Manager for Modern Builders Supply. I have worked in many aspects of Ecommerce over the last 13 years and Bryan Kwan is one employee who singularly stands out.

Bryan was initially hired to improve our sales on Walmart and Ebay; a role that languished under three previous employees. We needed to hire someone that would not only handle the maintenance but had the ability and passion to work evaluate how to grow sales without needing me doing the work over their shoulder. The Vice President of Marketing and I both saw this spark when we interviewed Bryan and with his education he was clearly our best applicant.

To say Bryan excelled at Modern Builders Supply is an understatement. Bryan spotted opportunities that had been missed by those previous in the role and myself as well. He quickly turned our sales around, increasing our year-over-year sales on Walmart by over 30%.

Bryan came to me, frequently, asking for meatier projects to work on. Outside of us bringing new products into inventory, any changes he could make for those marketplaces would be marginal at best. Bryan was ambitious and wanted to challenge himself.

When I started running out of projects to give Bryan, I had him work on SQL database projects that had been sitting in my queue. He had some background in SQL; I gave him a crash course in our database structure and he went to work at it. Despite his limited previous experience with SQL (and my less-than-stellar training), Bryan's work was quick and efficient, as I would expect from our in-house database developers. He also showed me new things despite having years of extensive SQL experience.

When an opportunity arose to promote Bryan, we jumped at the chance. Bryan accepted the Market Analyst position, where his focus was on competitor research affecting all our online sales.

We were very disappointed to learn Bryan would need to leave our company. Bryan completed an impressive amount of work in a very short amount of time. Up until his last day, Bryan still gave it his all.

Bryan was an amazing asset to Modern Builders Supply and I'm sure he will excel at whatever he does next.



Travis Magrum - Ecommerce Manager