

Cooper Burden

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Dynamic Information Systems student with \$1.7M+ in sales leadership experience and growing expertise in **AI automation and data-driven development**. Recognized for designing efficient database systems and leveraging Python, SQL, and cloud tools to optimize business processes. Passionate about using AI and analytics to enhance efficiency, customer engagement, and organizational decision-making.

EDUCATION

Master of Information Systems Management (Evening Classes)

Starting Jan 2026

University of Utah, Salt Lake City, UT

Bachelor of Science in Information Systems

Dec 2025

Software Development Emphasis, STEM-Certified Technical Program

Brigham Young University – Marriott School of Business, Provo, UT

- Keith and Nan Jensen Family Signature Scholarship
- Member – Association for Information Systems
- Relevant Coursework: Data Visualization, Business Intelligence, SQL & Database Systems, Data Mining

TECHNICAL SKILLS

Data & Business Intelligence: Tableau, SQL, MySQL, Data Visualization, Data Mining, Advanced Excel

Development: Python (Pandas), JavaScript (React.js, Node.js), C#, HTML/CSS, .NET, ASP.NET

Cloud & Infrastructure: AWS (RDS, S3), Azure, Git, API Integration

Product & Project Tools: Figma, Trello, Agile/Scrum Methodologies, Product Management Principles

Project Experience:

- Developed a full-stack streaming platform (React, C#), with CRUD functionality, and role-based authorization (2025)
- Designed MySQL database with AWS hosting and CRUD operations, noted for optimized schema design (2024)
- Developing AI Communication Assistant to automate email and DM responses through API integrations (2025)

EXPERIENCE

Sales & Operations Lead

May 2022 – Aug 2025

Insight Pest Solutions, Southern States (NC, SC, FL, AL)

- Increased sales by 22%, leveraging persuasive communication and adaptive sales strategies
- Generated \$1.7M+ in revenue through personal sales and mentoring a high-performing team
- Optimized technician routes and schedules, improving service efficiency and customer satisfaction
- Trained and led new sales reps, developing their sales skills and boosting team performance
- Excelled in public speaking and high-volume sales conversations, delivering persuasive pitches and closing deals

Customer Service Representative and Front Desk

Jan 2022 – May 2022

Sunpro Tennis and Pickleball Club, Springville, UT

- Optimized court scheduling for high-demand leagues, balancing limited space to maximize member satisfaction
- Planned and managed 50+ events, ensuring seamless execution while prioritizing customer experience
- Proactively maintained courts and equipment, completing safety checklists ahead of schedule to enhance facility upkeep

Volunteer Representative

Aug 2019 – Aug 2021

Church of Jesus Christ of Latter-day Saints, Uganda, New Mexico, Navajo Reservation

- Taught gospel principles and life skills to diverse communities, adapting to cultural and language differences
- Collaborated with companions from 20+ countries, developing cross-cultural communication and teamwork
- Led and executed multiple COVID-19 relief efforts, including food distribution, hay donations, and sanitation initiatives

OTHER SKILLS & ACHIEVEMENTS

- Built lawn care business with 30+ recurring clients (2014 – 2019)
- Raised \$75K for Tyler Robinson Foundation (53% increase), planning and executing 100+ school events
- Earned 7 Superior ratings in the Federation Piano Competition (2011–2017) for Classical and Contemporary performance
- Recipient of the Charger Medallion Award for academic excellence, leadership, and extracurricular involvement
- Competitive cornhole player with a passion for strategy and precision